

Basement
Stacks

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 91

JULY 14, 1934

Number 2



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PROPER MIXING

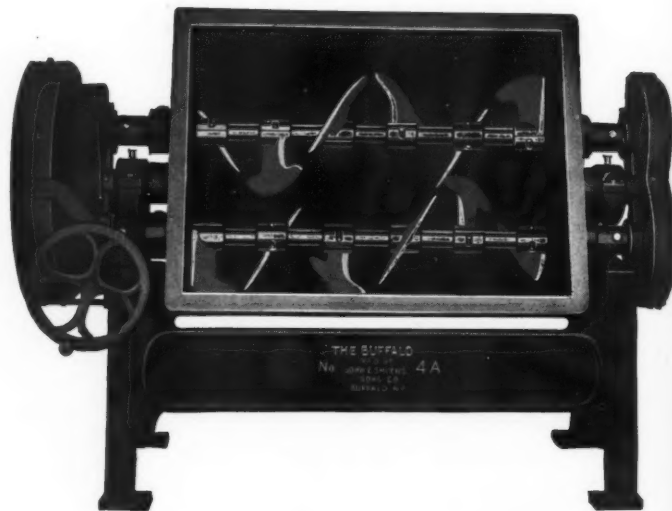
*An Important Step in Producing Tasty,
Uniform, High Quality Sausage*

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- Empties a batch in a few seconds' time.
- Silent chain drive assures noiseless operation.
- Exceptionally heavy bearings.
- On motor models, motor and silent chain drive fully protected against water and meat getting into them.
- Made in 5 sizes—motor or pulley driven.



**"BUFFALO"
Meat Mixer**

Write for catalog and prices.

JOHN E. SMITH'S SONS CO.
BUFFALO, N. Y., U. S. A.

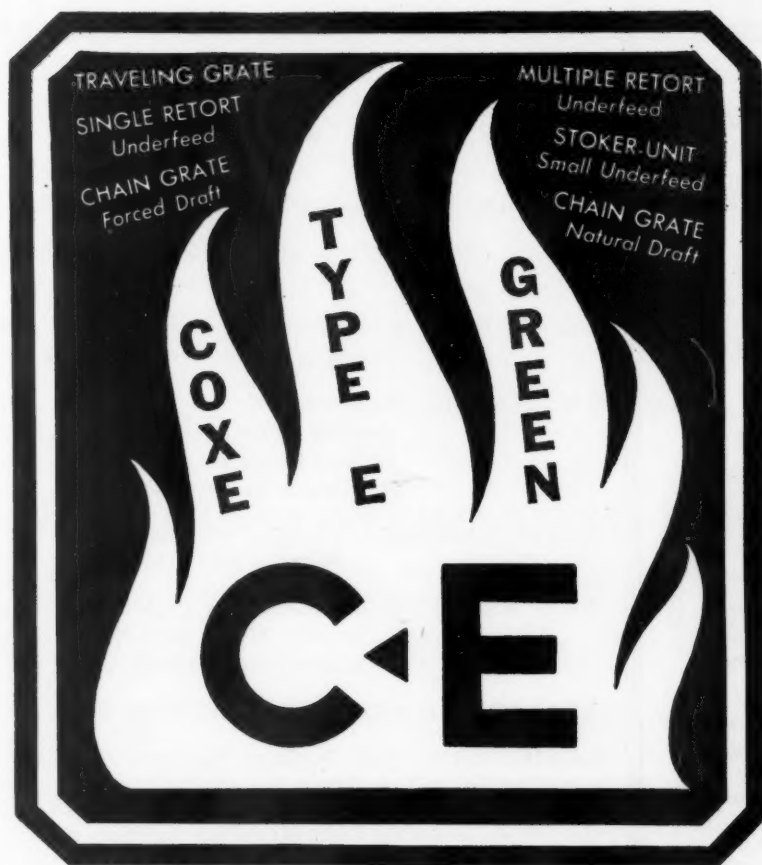
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200 MADISON AVENUE, NEW YORK, N. Y.

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BOILERS — STOKERS — PULVERIZED FUEL SYSTEMS — FURNACES — AIR HEATERS — ECONOMIZERS
Complete steam generating units of standard overall design or comprised of any combination of boiler and firing equipment

The National Provisioner

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(Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
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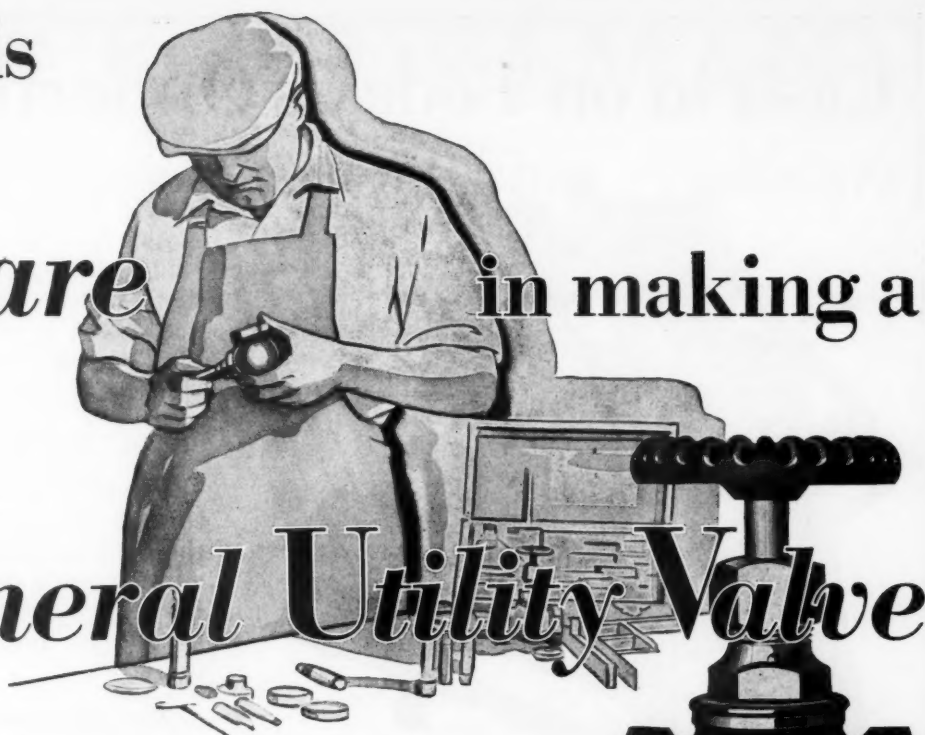
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All this

Care in making a

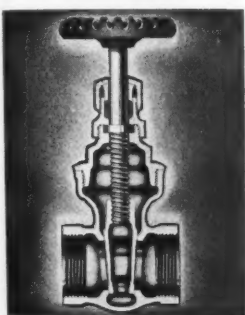
General Utility Valve



SUITED TO THE PACKING INDUSTRY!




A Crane Brass Globe or Angle Valve given extra metal at vital points to prevent distortion and leaking.



Crane Brass Gate Valves...when opened, the disc lifts entirely clear of the port openings.



Metals of unusual permanence are used in the sturdy hinge and pin portion of these Crane Brass Check Valves

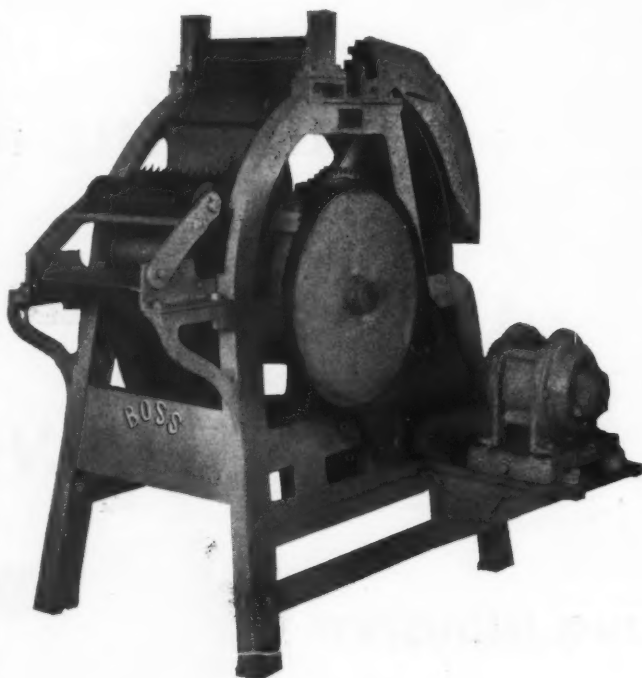
 You would be surprised to see the painstaking care with which Crane manufactures even the most common of products . . . general utility valves. Each valve is made from the same high standard of patterns as the most expensive Crane valve! Metal that goes into the rough castings is tested—rejected if not up to Crane standards of strength, endurance and permanence. Uniform dimensions in the finished valve are insured by use of one of the most complete gauging systems in the world . . . Crane general utility valves are *hairline accurate* in threading! Easy to install, each valve is *steam-tested* before it receives the Crane "OK" for shipment. These general utility valves for your low pressure lines will save you money, time for replacement, give you better all-round satisfaction. There is no *extra cost* . . . even though we build these valves with *extra care*. Jot "Crane" in your next order for general utility valves!

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CRANE CO., GENERAL OFFICES: 836 S. MICHIGAN AVE., CHICAGO, ILLINOIS • NEW YORK: 23 W. 44TH STREET

Branches and Sales Offices in One Hundred and Sixty Cities

Cash in on Today's Opportunities



Among the many other products in demand, a lively market is now in evidence for back fat skins and hog casings. These items can be made to net you a neat profit by the installation of the two machines shown on this page.

"BOSS" BACK FAT SKINNER

The efficient manner in which this machine completely removes the back fat from the skins and automatically discharges each in different receptacles is well known to the many satisfied users.

Why not count yourself among them?

"BOSS" HOG AND SHEEP CASING CLEANER

Furnished with tight and loose pulleys for belt drive or with motor direct connected.

The compact construction of this machine permits placing it wherever desired for ready convenience.

Write for further particulars.



Let us prove to you:

You realize
A better price
And a lower cost
When you use the "BOSS"



The Cincinnati Butchers' Supply Corporation

3907-11 S. Halsted St.
Chicago, Illinois

Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

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CHECK ADELMANN

against your present ham retainers!

Unless you enjoy all of the features to the right, your ham boiling equipment is *not* modern.

Only the ADELMANN Ham Boiler can give you these cost cutting advantages necessary to insure profits.

ADELMANN Ham Boilers produce a *finer* product—a product that looks better, tastes better, sells better and brings in profits. And they produce these superior boiled hams with the efficiency that has made ADELMANN equipment "The Kind Your Ham Makers Prefer."



Cast Aluminum
Ham Boiler

Write today for liberal trade-in schedule and booklet "The Modern Method."

EVEN SPRING PRESSURE

Two elliptical springs (patent pending) equalize pressure over a wide area . . . prevent tilting . . . close aitch-bone cavity firmly . . . assure solid product.



PRACTICABILITY

Design makes it easy to handle, simple to operate . . . large corners, plain cover simplify cleaning.



LONG LIFE

Alloy used approved by U. S. Navy to withstand salt corrosion . . . reinforcements at points of stress insure greater strength . . . longer durability.



MINIMUM SHRINKAGE

Less taper to body . . . cover fits snugly . . . self sealing. Flavor retained . . . shrinkage reduced to minimum.



LIBERAL TRADE-IN ALLOWANCE

You can equip your plant with new cost-cutting Adelmann Ham Boilers, and let obsolete equipment pay a substantial part of the cost.



COMPLETE LINE

Wide range of sizes and types . . . Made of Cast Aluminum, Tinned Steel, Monel Metal, Nirosta (Stainless) Steel . . . The most complete line available.



HAM BOILER CORPORATION

Office and Factory — Port Chester, New York

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SLICES

right down to the LAST FRACTION

Substantially increased slicing yield is provided by this new MOULDED Dried Beef Inside. It has an even, smooth surface and squared ends.

Since it is moulded to a predetermined shape, positive, unvarying uniformity results. And because of new processing methods the color is bright and constant—no darker areas.

This new product is good looking in the extreme and even better in quality than it looks.

We'd like the opportunity of proving that the new MOULDED Dried Beef Insides are sound purchases and will help your business. Write for further information and quotations, please.



INCREASED YIELD
TRUE UNIFORMITY
BETTER COLOR
FINER APPEARANCE

Armour's STAR
MOULDED DRIED BEEF

ARMOUR AND COMPANY - CHICAGO, ILL.

THE NATIONAL Provisioner

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How Important Is the Price of Lard?

— AN EDITORIAL —

EVERYBODY knows the story about the Italian fruit and nut peddler who bewailed his business trials in the classic phrase, "What I make on da peanutta I lose on da dama banan!" We wonder sometimes if the packer's operations are not often on a similar basis: What he may make on his pork he too frequently gives away on his lard!

The packer's trouble seems to be that he thinks of himself as being in the meat business, with a certain amount of lard recovered as a by-product—and he has merchandised it accordingly. The way this attitude has been reflected in careless selling methods, and in increased competition from other shortenings of basically inferior character, is an outstanding example of a splendid opportunity he has neglected.

Scientific experiments and common knowledge both emphasize the fact that for many purposes lard is superior to any substitute. The potential

superiorities of GOOD lard, the BEST POSSIBLE lard, are hard to estimate.

Many packers realize this, and agree that lard ought to be sold better. That conviction might be strengthened if it were fully recognized that the amount of lard the pork packer has to sell is greater than the amount of any other single product in his line. Thus, a little better selling—a little better price for lard—can mean more money to the industry than a similar price advance on many items on which more sales effort is commonly expended.

What does it mean to the industry when lard prices go up a quarter of a cent or down a similar amount? As much as a price change of three-eighths of a cent on bacon, half a cent on loins, a cent or more on Boston butts and numerous other items. The following discussion brings out this point and others which will repay the careful study of every packer in the pork trade.

Lard Values in Terms of Pork Products Prices

THE 52 million hogs slaughtered in commercial packing plants last year produced approximately 68 hundred million pounds of pork and 18 hundred million pounds of lard. Careful estimates indicate that the plant value of the pork meats was about \$600,000,000 and of the lard about \$100,000,000.

Lard—sometimes spoken of as a by-product—contributed 21 per cent of the pork packer's tonnage, though only 15 per cent of his revenues. Lard and fat

backs together constituted nearly 25 per cent of pork tonnage. By way of comparison it is worth noting that hams represented perhaps 20 per cent of the total, bacon 16 per cent, pork loins not over 14 per cent, and other cuts much smaller proportions.

Also Determines Other Prices.

From the standpoint of revenues, lard is even more important than these comparisons would indicate, since the price of lard may have a determining influ-

ence on the price of other pork items.

When lard brings a given price, more fat backs and other dry salt cuts are sent to the lard tanks. With less of these cuts on the market, the remaining supply brings a better price and helps to strengthen the price level on the entire line of dry salt meats. Conversely, when lard prices are depressed, the lower values have a depressing influence on other items in the line.

Just what this means to a packer in

RELATIVE IMPORTANCE OF PRICE CHANGES ON LARD AND OTHER HOG PRODUCTS

| Product. | Approx. Quantity of Hog Products from a 250 lb. Butcher Hog. | Increase in Value Resulting from Price Increase of $\frac{1}{4}$ c per lb. | Price Increase Necessary on Other Products to Equal Increase of $\frac{1}{4}$ c on Lard. |
|--------------------------|--|--|--|
| Lard* | 44 lbs. | 11c | ... |
| Smoked Ham..... | 34 lbs. | 8 $\frac{1}{2}$ c | $\frac{1}{4}$ c |
| Smoked Bacon..... | 28 lbs. | 7c | $\frac{3}{8}$ c |
| Fresh Loins..... | 23 lbs. | 6c | $\frac{1}{2}$ c |
| Smoked Picnics..... | 13 lbs. | 3c | $\frac{7}{8}$ c |
| Smoked Butts..... | 10 lbs. | 2 $\frac{1}{2}$ c | 1 $\frac{1}{4}$ c |
| D. S. Plates, etc..... | 6 lbs. | 1 $\frac{1}{2}$ c | 1 $\frac{3}{4}$ c |
| Trimming..... | 6 lbs. | 1 $\frac{1}{2}$ c | 1 $\frac{3}{4}$ c |
| Spare Ribs..... | 4 lbs. | 1c | 2 $\frac{1}{4}$ c |
| Feet..... | 2 lbs. | $\frac{1}{2}$ c | 5 $\frac{1}{2}$ c |
| Tails and Neckbones..... | 2 lbs. | $\frac{1}{2}$ c | 5 $\frac{1}{2}$ c |
| Total..... | 172 lbs. | 43c | |

*Including fat backs reduced to lard yield basis.

a dollars-and-cents way may be observed by reference to the above table.

In the first column of this table are shown approximate normal yields of various hog products obtained from a good grade butcher hog weighing in the neighborhood of 250 lbs. alive. In the second column are given the additional amounts which would be realized on the products from each hog purchased if the price of each product were advanced a quarter of a cent.

Products from a 250 lb. good butcher hog could have been sold at wholesale on the Chicago market during this past week (July 9 to 14) for a total of approximately \$18.50. If each item in the list had been advanced in price a quarter of a cent a pound, the total realized would have risen by about 43 cents. Of this total, lard would have accounted for about 10 cents directly, and 2 or 3 cents more indirectly.

More Money Than Hams or Bacon.

The important thing to note, however, is that an increase of a quarter of a cent per pound on lard would have brought in substantially more than a corresponding increase in the price of hams, half again as much as the same increase on bacon, nearly twice as much as the same increase on loins, and over three times as much the same increase on picnics or Boston butts.

Stated another way, this means that a price increase of a quarter of a cent per pound on lard brings in more money to the packer than the same increase in the price of hams, more than an increase of three-eighths of a cent on bacon, as much as an increase of half a cent on loins, or seven-eighths of a cent on picnics, or a cent and an eighth on Boston butts.

The comparisons with the minor

items like jowl butts, trimmings, spare ribs and offal are even more striking.

An increase of a quarter of a cent a pound on all the lard sold in 1933 would have brought the packing industry nearly five million dollars. If added to the industry's profits this sum would have increased them by approximately 15 per cent.

The frequent pressure to sell lard—sometimes "at any price"—is made more difficult to understand when it is

How Much Is Shrinkage Costing You?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In larger quantities, please write for prices.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name

Street

City

Enclosed find a 10c stamp.

recalled that lard is distinctly less perishable than many items, that it may be sold in a variety of ways and through a variety of channels, and that the packer can always protect himself against what he may consider a currently unfavorable market condition by "hedging" operations on the Chicago Board of Trade.

The influence of these factors on the proper marketing of lard will be discussed in a subsequent article.

NEW BOOK ON LARD.

Lard is the subject of a new 71-page booklet issued by the Institute of American Meat Packers, primarily for use by teachers and investigators in the field of home economics. It discusses the properties and uses of lard based on scientific research, particularly on controversial points which have arisen in the advertising, sale and use of lard and other commercial shortenings.

It shows, in rather technical manner, the comparative digestibility of fats and their special nutritional properties, and the function of various fats in such products as bread, cakes, pies and crackers.

The higher the melting point of fat the harder it is for the fat to be digested, the booklet points out. If the melting point is much above the temperature of the human body the fat does not become so easily emulsified in intestinal digestion, a necessary preliminary to absorption. Lard contains a large amount of a low melting constituent known as olein, which makes it a soft fat. In fact, the percentage of lard digested is identical with that of butter—97 per cent.

In comparison with this, the average digestibility of twenty-two hydrogenated vegetable fats was 94 per cent. Experts in nutrition state that all edible fats as a class are very thoroughly digested and that such slight differences as investigations have shown do not mean a great deal. There is, however, no scientific basis for the claim sometimes made that certain hydrogenated vegetable oils have greater digestibility than animal fats.

Various tests which the booklet explains in detail with well-defined tables show that lard stands superior as a shortening agent in pie crust. In three experiments made under the same conditions, lard was found to be approximately 25 per cent higher in shortening value than the hydrogenated cottonseed oil which was used.

In fifteen experiments with cakes, and with ten judges deciding upon the relative merits of the cakes, lard was found to rank a close second to butter and higher than hydrogenated cottonseed oil. Each test was made under fairly constant conditions, and the judges decided upon the merits of the cakes without knowing just what shortening was being used.

Facts contained in the booklet result from studies made by Jennie Fisher Cawood in the Institute's research laboratory at the University of Chicago. The work was conducted under the direction of Dr. W. Lee Lewis, director of the Institute's department of scientific research.

This Packer's Steam and Power Savings

**Equal 4 Per Cent Dividend on His Capital Stock
Or 650,000 Lbs. More Volume at 1c Lb. Profit**

SMALL packers as well as large can save money on steam and power costs.

Plant improvements to make such savings must not be extensive or expensive, and they soon pay for themselves out of such savings.

Take the case of the Lima Packing Co., Lima, O., one of those covered in the survey by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE.

Recent inexpensive alterations, whereby the company makes its own power and steam, have made savings which will pay for the improvement in less than two years.

Now Makes Power and Saves Steam.

The company formerly made steam for processing, and bought its power for equipment operation—the usual plan in most small plants and many larger ones. Its power bill (at 1½c per kw.) was \$7,800 per year, and its coal consumption 6 tons per day.

Now it makes all its own steam and power. Power costs approximately \$1,300 to \$1,800 per year, and only half a ton more coal per day is used.

This as a saving of \$6,500 per year in steam and power cost, which is considerable for a small plant, equal to a 50 per cent per year return on the investment. Cost of power per head killed is reduced from 14c to around 2¼@3¼c.

Compared to Sales Volume.

And this \$6,500 saving looms still larger when considered in terms of profit on meat sold.

If a meat packer was able to make 1c lb. profit on every pound of product handled, he would have to increase sales 650,000 lbs. to boost his net profits by an amount equal to what the Lima Packing Co. is saving on its power bill!

Suppose a packer was able to increase his sales by this amount, and make 1c per pound profit on the increased volume, he would have no assurance that he could hold such increased volume year after year.

But these steam and power savings of the Lima Packing Co. are sure. They are not dependent on the whims of retailers, consumer purchasing power, competition of products made to

*Seventh of a series of reports
by THE NATIONAL PROVISIONER
STEAM AND POWER SAVING
SERVICE based on data submitted
by cooperating packers.*

sell at a price, or other factors influencing volume and prices.

Money made on steam and power savings is easy money. Money spent for power plant modernization is the safest investment the meat packer can make.

Easy Money Made in Power Plants.

These are facts which THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE has pointed out many times to meat packers.

Many meat packers are passing up profits in their power plants. *How much these profits are packers never will know—until they take enough interest in their boiler and engine rooms to learn what the situation is, and what can be accomplished with better equipment and operations.*

For the packer to understand just what is being accomplished by the Lima Packing Co. in the way of reducing

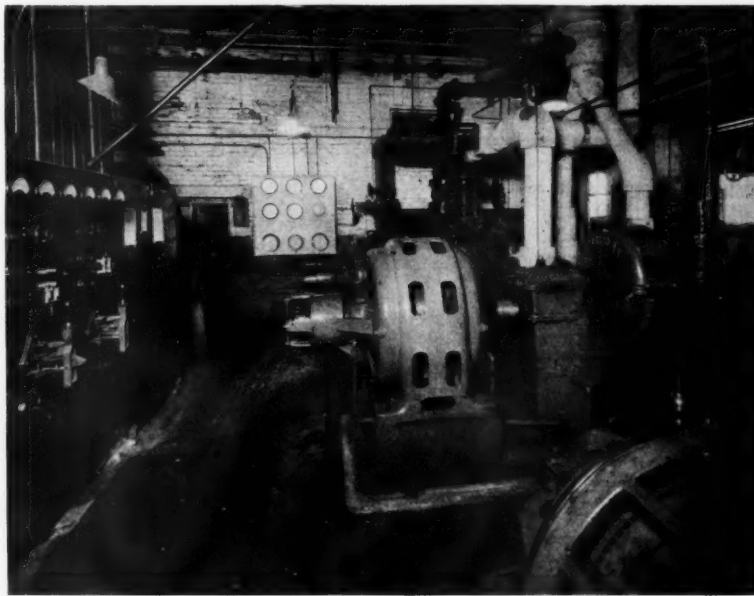
power costs it is necessary for him to know that steam put through an engine or turbine and exhausted at a back pressure of 5 or 10 lbs. is practically as valuable for all processing operations as steam secured through reducing valves.

How Savings Are Made.

When steam is put through a reducing valve and reduced in pressure from 150 to 5 or 10 lbs., the reduction in pressure represents no useful work done. On the other hand, when steam is put through a turbine or engine and bled or exhausted against a back pressure of 5 or 10 lbs., then useful work is accomplished, represented in an output of power.

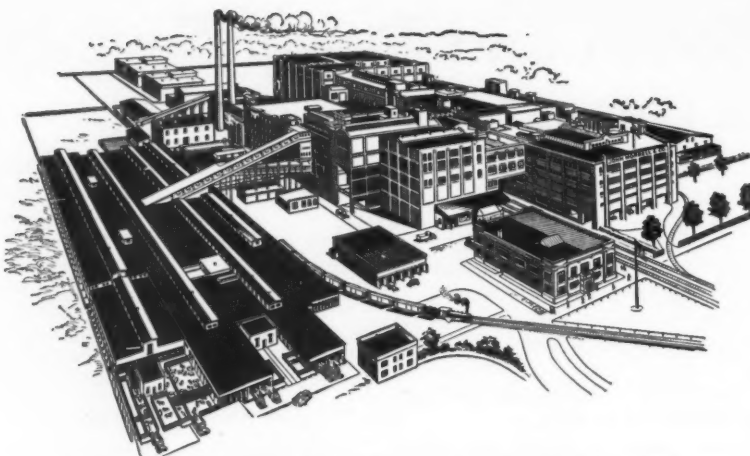
In other words, the turbine or engine accomplishes the same result as a reducing valve, insofar as producing steam at a pressure suitable for processing is concerned. But at the same time it produces power for driving plant equipment at little additional cost above what it costs to generate the steam alone.

It is possible in many plants, therefore, depending on the demand for low



POWER COSTS PACKER ONLY HALF A TON OF COAL PER DAY.

Lima Packing Co. formerly purchased all power required for plant equipment operation, the power bill averaging \$7,800 yearly. Today the company is generating all of its power needs with the two turbines shown here, the increase in coal consumption being only ½ ton per day over that burned when power was bought. The turbine in the background bleeds at 10 lbs. pressure and is used regularly. Turbine in the foreground is used for stand-by service.



MORRELL CELEBRATES SILVER ANNIVERSARY AT SIOUX FALLS.

It was 25 years ago last May that Thomas D. Foster, president of John Morrell & Co. went to South Dakota, with his assistant, John H. Morrell, and his son, T. Henry Foster, to select a location for a packing plant in that section as an auxiliary to the Ottumwa, Iowa, plant. They began in the old Green plant, with J. C. Stentz, now the company's director of sales, as manager; John Morris, now superintendent of the Rath Packing Co., Waterloo, Iowa, as killing and cutting boss, and Barney Winger, now master mechanic at Ottumwa, as a laborer.

New buildings were begun in 1910, with Geo. M. Foster in charge of installation. In 1912 W. H. T. Foster was sent to Sioux Falls to assume the management, which he still retains. As business grew capacity was increased, until today the Sioux Falls plant covers many acres of ground, as the picture indicates.

pressure steam for processing, to replace reducing valves (as was done in the Lima case) with engines or turbines, generate power as a by-product, bleed or exhaust the steam at 5 or 10 lbs. pressure, and materially reduce the power expense.

Where conditions require the use of considerable quantities of steam at a higher pressure, particularly for edible and inedible rendering, bleeder type turbines may be used to supply the higher pressure steam demand.

Results This Packer Wanted.

The Lima Packing Co. operates in a limited territory surrounding its plant. Slaughter averages 120 cattle, 20 calves, 900 hogs and 30 sheep weekly. The company does a general packinghouse business and handles a limited line of allied products.

In rehabilitating the power department two results were sought—

1—Reduction in the cost of steam and power.

2—Elimination of needless waste and loss as far as possible.

How Steam Is Used.

Equipment installed included a new boiler, two turbo-generator sets, new steam piping where needed, and new steam pipe insulation to replace that which had become unserviceable. Bad conditions causing waste and loss in the boiler room also were corrected.

Steam at low pressure is required for water, smokehouse and building heat-

ing, cooking, etc., and at higher pressure, to a limited extent, for rendering. In everyday operation steam needs are supplied by a 300 h.p. four-drum Stirling boiler operated at a pressure of 150 lbs., and equipped with a Garell-Carnes stoker. Coal is handled by a conveyor to an overhead bin from which it flows by gravity to the stoker hopper. Ashes are handled by hand.

The new boiler installed is of the return tubular type, rated at 80 h.p. It is used only for standby service. It is built to carry a pressure of 150 lbs.

Two turbo-generator sets, each with a capacity of 100 k.w., are installed. Turbines were manufactured by the Murray Iron Works, Burlington, Ia. One of these is of the two-stage type—one velocity stage and one pressure stage. It operates non-condensing, exhausting against a back pressure of 5 lbs. The other is of the 4-stage type—one velocity stage and three pressure stages. It operates condensing, steam for processing being bled at 10 lbs. pressure. When operating at full load it produces a kilowatt of power with a steam consumption of 26.8 lbs. Both turbines are connected to 3 phase, 60 cycle, 240 volt alternating generators through herringbone reduction gears.

Possible Savings in Rendering.

The non-condensing unit is used for standby service. The quantity of steam bled from the condensing unit for processing purposes is regulated by the process steam demand. Steam through the turbine in excess of processing

needs is condensed. There is no exhaust to the atmosphere when this unit is in service, which to date has been practically all of the time, it being able to supply the plant's power requirements.

In addition it supplies the greater percentage of the steam required for processing. Some steam at a higher pressure than 10 lbs. is required for rendering, but the quantity is small. It is secured from the 150-lb. steam line through a reducing valve.

Developments and experiments under way with lard rendering in this plant lend some hope that the cost of steam for rendering will be reduced considerably as a general practice through the use of steam at 8 or 10 lbs. pressure instead of 40 or 50 lbs. If this is accomplished successfully demand for low pressure steam will be increased, and the power that can be generated as a by-product of the low pressure steam demand will be increased accordingly.

Changes Made at Low Cost.

In this case the rehabilitation of the power department and the installation of equipment to generate power was accomplished at a comparatively small cost. Piping changes were minor. One new boiler was installed, but this was necessitated by the condition of the one replaced, and would have been necessary whether or not power generating equipment had been installed.

As has been pointed out by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE in previous reports on its surveys, methods by which to secure best efficiency and lowest costs can be determined only after a careful study by competent engineers of the particular conditions existing. In no plant can the methods in use in another plant be copied with the assurance that they are the best for the particular situation.

In the plant of the Lima Packing Co. the "unbalance" between steam and power demands was marked enough to make it advisable for the bleeder type turbine to exhaust to a condenser. This unbalance is perhaps the situation found in a large majority of meat plants. The arrangement provided in this case was determined as the most satisfactory under the conditions, and the one that would yield the highest return on any investment that could be made.

Present indications are that the investment will be returned in approximately two years—a 50 per cent interest return yearly on the investment.

EDITOR'S NOTE.—Another survey report by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE, showing savings made by still another packer in his steam and power, will appear in an early issue.

Widening the Outlet for Packers And Livestock Producers

ALMOST every conceivable method of promoting meat consumption and advancing the cause of meat was reported on by the National Livestock and Meat Board at its annual meeting held in Chicago June 21 and 22, 1934. Some phases were extensions and elaborations of work under way for a period of years, while others were inaugurated within the fiscal year under review.

No one and no phase of the work appears to have been neglected. The consumer, who is everyone, the housewife, who is the principal buyer of meat, the institutional food director, who is another big buyer, and the young people in schools and colleges, who will be the buyers of the future, are reached and told the story of meat.

This story includes its nutritive value, its importance in the diet of the growing child and of the mature individual, its use in sickness and in health, its correct method of handling and preparation in the home, its handling for greatest merchandising appeal, its production for greatest quality and palatability, and many other phases.

Value of Work Is Cumulative.

The value of this work to the meat packer, the retail meat dealer and the

livestock producer can not be measured in terms of dollars and cents. Its effects are cumulative and its results immediate. The more extensive the program can be made and the more intensive in its application the greater the result to be anticipated.

Detailed reports were made at the annual meeting by the working staff of the board, practically all of which are covered in the de luxe eleventh annual printed report for the fiscal year 1933-1934, which was distributed at the time of the meeting. Much of the work of the board is conducted in cooperation with the U. S. Department of Agriculture, the state agricultural colleges and experiment stations, the Institute of American Meat Packers, the research laboratories of other institutions, and with many other agencies. First hand reports were made by some of the co-operators, important among whom is E. W. Sheets, of the U. S. Bureau of Animal Industry, who has supervision of the extensive research project on the quality and palatability of meat.

Learning How to Produce Quality.

Dr. Sheets said that real progress is being made in determining the influence of sex of animal, age, feeding ra-



LEADS IN MEAT EDUCATION.

Under R. C. Pollock's direction the work of the National Livestock and Meat Board has broadened from its meager beginnings in 1923 to the comprehensive program of the present time. Mr. Pollock was re-elected secretary and general manager for the coming year.

tions and other factors upon the quality and palatability of the meat produced. "In an age when industry is striving as never before for efficiency, it may be of interest to note that wide differences are being found in the efficiency of meat animals." He cited an example in the case of pigs from four different litters that varied in their ability to gain from less than 1/2 lb. per day to nearly 1 1/2 lbs. daily.

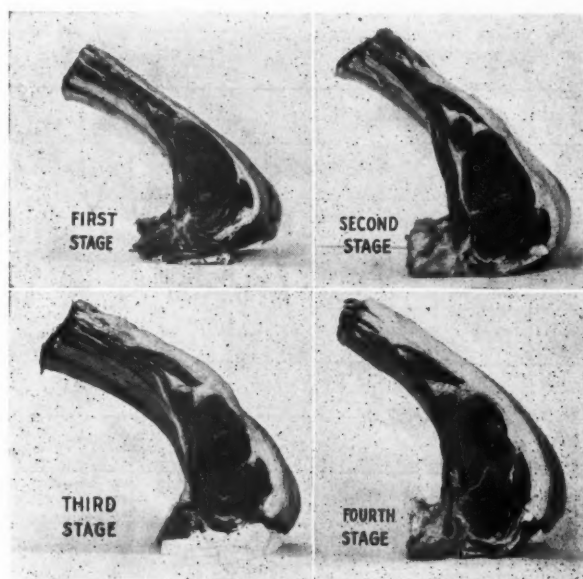
"What we are aiming for is to produce pure strains that will make cheaper gains and at the same time yield a higher quality of meat," he said. Dr. Sheets explained the intensive manner in which the quality and palatability studies are carried out. The meat obtained from the experimental animals is roasted and then scored by expert judges for aroma, flavor, tenderness, juiciness, etc. In this way valuable information is being recorded and correlated.

In view of the importance of lard to the livestock and meat industry, there has been formed a National Lard Committee of which Howard J. Gramlich, of the University of Nebraska, is chairman. "Since the average 225-lb. hog produces 35 lbs. of rendered lard, this product is recognized as one of much importance in the industry," Prof. Gramlich said in discussing his committee's work to promote the cause of lard.

Lard Given More Help.

"Iowa and Nebraska, the nation's two leading states in hog production, are alone responsible for the production of approximately 700 million pounds of lard annually. Last year the consumption of lard in the United States totalled something like 1,850,000,000 lbs. or 14.7 lbs. per capita. Fully half of this amount is used in industrial establishments."

Professor Gramlich stated that the greatly restricted foreign demand for lard in the past few years, and other factors, are responsible for the initia-



RIBS SHOWING DIFFERENT DEGREES OF FINISH.

The above photograph indicates the differences in appearance and composition of the standing rib taken from steers having different degrees of finish. The rib in "the first stage" shows little finish, while the second and third stages reflect increasing degrees of finish and the "fourth stage" or good finish is indicated by the marbling evident in the lean meat and the good covering of fat. This meat was produced and studied in the quality and palatability experiments, as a part of the big cooperative project.

tion of an intensive research program sponsored by the National Lard Committee. Investigations to more fully establish the qualities of lard are now in progress at leading experiment stations and the U. S. Department of Agriculture. One of the results thus far secured in the home economics phase of this work is the discovery of the value of lard in cake-making. Another phase seeks to determine the relation between swine feeds and lard quality.

More practical knowledge in the cooking of meat has been assembled in the past ten years than in all the ages since man first learned to prepare his meat over an open fire. Inez S. Willson, home economics director of the board, stated in discussing the new findings on meat cookery throughout the country. The board has been active in disseminating through publications, through cooking schools and in other ways the findings of these researches and investigations.

New Ways of Cooking Meat.

"Many old recipes for preparing meat are taboo as the result of these findings," Miss Willson said. "For generations, housewives have been searing roasts to keep in meat juices, now we know that searing does not keep in these juices. Basting of roasts is an age-old practice in the best of families. Research in meat cookery has shown basting to be unnecessary. Self-basting is the new method and it is accomplished by putting the roast in the pan fat-side up.

"Low temperatures are now the rule with a longer cooking period in preparing meat. High temperatures waste both fuel and meat. Oft-repeated tests have shown that cooking quickly at high temperatures may result in a roast losing nearly a third of its original weight. The higher the oven temperature the greater the shrinkage. Many other useful facts have been discovered in these investigations. For example, steak need be turned but once in broiling; beef, pork, and lamb roasts should always be cooked in an uncovered pan. Pork should always be cooked to the well done stage; meat should never be boiled, but cooked at a simmering temperature."

Importance of the meat thermometer—a comparatively new invention—was stressed by Miss Willson. This little piece of equipment bids fair to usher in a Utopian age for the American housewife, she said.

Newspaper Meat Advertising.

Entering a new field of meat promotion through newspaper advertising, a program which appears to have much possibility in this field was inaugurated by the board during the year. In co-operation with newspapers and retail meat dealers in Boston, Philadelphia and New York, a 12 months' program has been developed for each city. It is based on the idea of "meat for your good health," accompanied by a meat recipe contest which was first worked out by the Boston Post, a newspaper whose coverage is reported "to include the entire trading area of New England."

Commenting on the plan, the annual report of the board states that "the advertising campaign is the outgrowth of the board's school of meat cookery presented in Boston in October, 1933, and is the realization, greatly amplified, of



HEADS THE MEAT BOARD.

Charles D. Carey, well known Wyoming stockman, who was re-elected chairman of the National Livestock and Meat Board at the recent annual meeting.

the board's original plan of continuing throughout the year the interest created in meat by the cooking school."

In brief, the plan of this advertising program is as follows: On the first Sunday of each month for an entire year, the newspaper prints a large, highly colored, double-page spread advertisement announcing a "meat for your good health" recipe contest, and showing a picture in color of a cut of pork, beef or lamb which is to be the subject of the recipes for that week.

Where the Meat Retailer Comes In.

Underneath the picture of the meat are listed the prizes for the contest, which include such merchandise as elec-

tric refrigerators, radios, stoves, etc., together with a number of cash prizes in the form of orders for meat ranging from \$5.00 to \$100.00. The grand prize at the end of the year is an automobile.

Names and addresses of retail meat dealers cooperating in the campaign are printed on the same page with the meat picture. To compete in the recipe contest, a woman must go to one of the meat dealers listed and secure a blank to enable her to enter the campaign. Meat dealers who contribute to the campaign are provided with large colored posters of meat, to place in their windows each week, showing the same picture of meat as was printed in the Sunday paper.

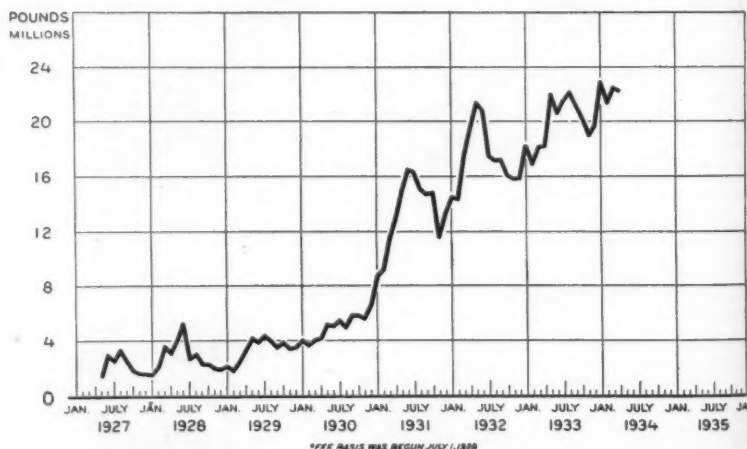
Thus at a small monthly cost to the retailer, he is enabled to participate in a widespread campaign for the promotion of meat sales. This campaign would seem to meet the need so frequently expressed by retailers for meat advertising that would not be so costly as to be beyond their reach. In a campaign such as this, the story of meat is told, an incentive is given for the meat buyer to contact her retailer and whatever increase in meat consumption is developed redounds to the benefit of the retailer. In addition he gets the benefit of the cash prizes which are always in the form of meat orders. A housewife securing a prize of \$50 or \$100 has her meat supply paid for for a considerable period.

Campaign Originated in Boston.

The campaign was initiated in Boston where many of the problems surrounding its development have been met and overcome. As fast as the campaign can be adapted to other metropolitan centers it will be extended, but for the present only New York and Philadelphia will be included.

In addition to these elaborate campaigns, newspapers in various cities

(Continued on page 38.)



POPULARITY OF GRADED BEEF HAS GROWN BY LEAPS AND BOUNDS.

Beef graded cooperatively in the calendar year 1933 showed an increase of 400 per cent over that graded in 1930. In the early months of 1934 the steady upward trend has continued. In the case of lamb and veal, tonnage was lost during 1933 when compared with the previous year.

"The depression apparently has had little deterring effect on the demand for graded and identified beef," C. V. Whalin, principal marketing specialist of the U. S. Bureau of Agricultural Economics, said recently. "It is possible," he said, "that the volume may decrease slightly or even materially in the coming months because of the growing practice under present conditions of marketing cattle in a relatively unfinished condition."

Compared with last year, some tonnage in government graded beef was lost at Boston, Buffalo, San Francisco and Washington, but the gain was from 13 to 90 per cent at all other points. Denver, Los Angeles and Seattle are asking for the service.

Nature and AAA Combine to Cut Crops

RECORD CATTLE SLAUGHTER.

Cattle and calf slaughter under federal inspection during June was the largest of record. Cattle slaughter totaled 931,970 head compared with 751,115 in June, 1933, and the average for June during the past five years of 669,213 head.

Total for the first six months of the year was 4,880,463 head which was the largest of record for that period with the exception of 1918, when 4,991,287 were slaughtered in the first half of the year. Last year the total for the six months was 3,882,770 and the average of the past five years was 3,868,015.

Slaughter of calves set an all-time record for June, totaling 601,332 head. This compares with 441,181 in the same month a year ago. Slaughter for government account of cattle and calves from drought areas contributed to the total slaughter of these two classes of livestock for the month.

With one exception, the June slaughter of hogs under federal inspection at 3,763,455 head was the largest for the month since 1928. In June a year ago hog slaughter totaled 4,626,235 head, but this was the exception for the period. For the first six months of 1934 slaughter totaled 23,255,855 head, nearly one and one-half million less than in the like period of 1933, and a full million less than in the same period of 1932.

June sheep slaughter was the smallest for the month since 1929 and totaled 1,258,628 head. For the first six months of 1934 sheep slaughter totaled 7,475,231, the smallest for the like period since 1929.

Inspected slaughters for the periods under discussion are reported as follows:

JUNE SLAUGHTER.

| | Cattle. | Hogs. | Sheep. |
|------------|---------|-----------|-----------|
| 1934 | 931,970 | 3,763,455 | 1,258,628 |
| 1933 | 751,115 | 4,626,235 | 1,490,445 |
| 1932 | 638,053 | 3,519,893 | 1,526,826 |
| 1931 | 666,714 | 3,251,248 | 1,516,135 |
| 1930 | 653,905 | 3,688,872 | 1,294,546 |
| 1929 | 636,278 | 3,755,630 | 1,107,785 |
| 1928 | 705,525 | 4,078,012 | 1,109,427 |
| 1927 | 798,816 | 4,252,628 | 1,058,150 |
| 1926 | 852,115 | 4,429,506 | 1,080,886 |

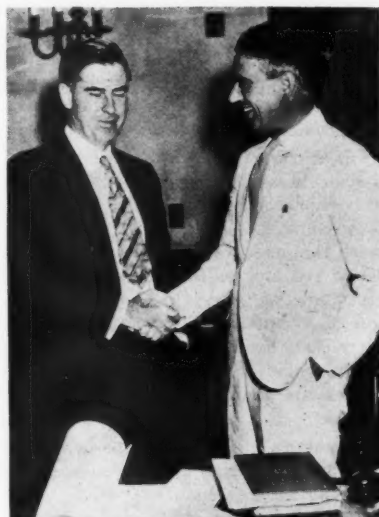
SIX MONTHS' TOTALS.

| | Cattle. | Hogs. | Sheep. |
|--------------|-----------|------------|-----------|
| Totals | 4,880,463 | 23,255,855 | 7,475,231 |
| 1933 | 3,882,770 | 24,708,177 | 8,399,417 |
| 1932 | 3,772,558 | 24,255,075 | 9,104,567 |
| 1931 | 3,905,895 | 23,174,634 | 8,425,513 |
| 1930 | 3,867,733 | 23,419,695 | 7,821,851 |
| 1929 | 3,911,042 | 25,175,439 | 6,538,113 |
| 1928 | 4,094,156 | 27,807,274 | 6,237,420 |
| 1927 | 4,574,102 | 23,093,341 | 6,156,618 |
| 1926 | 4,704,650 | 21,079,107 | 6,223,479 |

In June, 1934, 601,332 calves, including government stock, were slaughtered; in June, 1933, 441,181; in June, 1932, 394,372; in June, 1931, 461,511, and in June, 1930, 356,158.

DROUGHT CATTLE PURCHASES.

More than three-quarters of a million cattle have been purchased by the Drought Relief Service from farmers in drought areas of 11 Western states. These are to be slaughtered and processed for distribution to needy families. Counties certified as emergency and secondary areas now total 1,054, of which 417 are on the emergency list and 637 on the secondary list. Payments made to the close of business on



CELEBRATING THE VICTORY.

Secretary of Agriculture Henry A. Wallace extends his congratulations to Prof. Rexford G. Tugwell upon his confirmation as Undersecretary by the United States Senate after a protracted contest. Both the Secretary and Undersecretary are now in the West viewing the results of the drought and the workings of the AAA control program, and incidentally answering criticisms and explaining purposes of their "planned economy" for agriculture.

July 5 totaled \$1,436,785. Cattle purchased to the close of business on July 6 numbered 764,791 head. In addition, some 65,000 head have been taken out of drought districts and sent into pasturage areas for finish before slaughter.

LOWEST CORN CROP IN YEARS.

Government estimates of a corn crop this year of 2,113,000,000 bu. is reported to be the lowest, with one exception, in 33 years. Private estimates placed the crop at 2,321,000,000 bu.

Last year's corn crop totaled 2,344,000,000 bu. and the five-year-average crop is 2,516,000,000 bu. Sharp acreage reduction is reported by the government which is considerably in excess of private estimates. Reduction contracts made with the AAA, together with the drought, are the major factors in the anticipated smaller crop.

CORN-HOG CHECKS.

Corn-hog reduction checks to farmers totaling \$7,702,070 have been distributed by the Agricultural Adjustment Administration as of July 9, 1934. While these went to 16 states, the bulk went to Iowa farmers who have received \$5,212,315. Minnesota was the next highest state with a total of \$1,029,595. Approximately \$130,000,000 will be distributed as the initial payment in the reduction program and it is expected that the peak of the distribution of this money will come in August.

CANNING PLANTS FOR RELIEF.

State relief administrations are reported to have under consideration the establishment of meat and vegetable canning plants for relief purposes. In Nebraska the possibility of opening canning factories to handle livestock purchased by the government from drought farms was being studied. The Morton-Gregson plant at Nebraska City was said to be considered a possible point for such activity if the plan is approved.

Representatives have been sent to Texas to study the emergency canning plants in operation there and to make recommendations for Nebraska. In Alabama the erection of meat canning plants to handle from 5 to 100 cattle weekly and plants for the canning of vegetables is being considered by the Alabama relief administration.

It is pointed out that precautions are to be taken against glutting commercial plants which now have contracts to handle the packing of meat purchased by the government.

REDUCING CATTLE NUMBERS.

As a part of its cattle reduction program the Agricultural Adjustment Administration has allotted \$3,000,000 of the \$50,000,000 provided by the Jones-Connally act amending the Agricultural Adjustment Act for the eradication of Bang's disease or contagious abortion in cattle. The work will be conducted by the Bureau of Animal Industry. This allotment follows a recent one of \$2,000,000 from the same funds for tuberculosis eradication.

Maximum indemnities of \$20 per head for grade animals and \$50 for purebreds will be paid the owners of reacting cattle, plus whatever salvage value may be obtained on slaughter, providing the total of both does not exceed the appraised value of the animal.

The disease control program will be purely voluntary. It will be conducted under federal-state supervision and those participating must agree to dispose of all reacting animals and disinfect the premises, according to direction.

WHEAT TAX CONTINUED.

Wheat, the first of the basic agricultural commodities to be subject to a processing tax under the AAA, just completed the first marketing year under a tax of 30c a bushel. This tax will remain in effect throughout the new marketing year, Secretary of Agriculture Henry A. Wallace announced on July 9. It was estimated that wheat growers contracting to reduce production during the next marketing year would receive in benefits a total of \$102,000,000 of government money, to be paid in installments of 20c a bushel next October and 9c a bushel after proof of contract compliance. No additional reduction below the planting limitation established for the last crop year will be required.

Practical Points for the Trade

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Tallow, Grease Grades

Uncertain as to commercial standards prevailing for tallows and greases, a packer writes:

Editor The National Provisioner:

We would like some information on grease and tallow. Please tell us just how MIU is figured. Is it figured on a basis of weight of the product or on the amount of money involved? How much is ordinarily allowed before a deduction is made for excess?

The inquirer asks how MIU is figured on grease and tallow. MIU means moisture, impurities and unsaponifiable matter. It is customary to figure these on a percentage basis. There are no standard grades for the different tallows and greases but most producers work out grades that the trade soon recognizes and the prices bid for the product are gauged accordingly.

Typical but not official grades meet the following specifications:

Prime packers' tallow is sweet in flavor, contains not to exceed 4 per cent free acid and $\frac{1}{2}$ of 1 per cent of moisture and impurities. It should bleach 2.8 red, 25 yellow with 4 per cent standard fullers earth and have a hardness of at least 42 degs. C.

No. 1 tallow should contain not to exceed 10 per cent free acid and 1 per cent moisture and impurities. It should bleach 7 red, 31 yellow with 4 per cent standard fullers earth and have a hardness of at least 41 degs. C.

"A" white grease is similar to lard in color but slightly darker. It is sweet in flavor and odor and contains under 2 per cent free fatty acid.

"B" white grease is under $3\frac{1}{2}$ per cent free fatty acid and 1 per cent moisture and impurities. This grease should bleach $2\frac{1}{2}$ red and 20 yellow with 4 per cent standard fullers earth.

Yellow grease contains not to exceed 1 per cent moisture and impurities. It should bleach 30 red and 110 yellow, with 4 per cent of standard fullers earth. The free acid content should not exceed 15 per cent, although some houses produce a yellow grease with a considerably higher acid content in addition to the above grade.

Brown grease contains not to exceed 35 per cent free acid and 2 per cent moisture and impurities. There is no color test for this grease.

Color in Tallows and Greases.

Color in tallows and greases depends on the material from which they are produced, its cleanliness and freedom from blood and other contamination. The color is determined by comparing

melted product in a glass bottle with a combination of standard glass colors, an instrument known as a tintometer being used for the purpose.

Variations in color in the tallows and greases are due to variations in the proportions of red and yellow colors in the product. The standard colors with which the measurements are made consist of red and yellow glasses of varying intensities. By varying the proportion of red and yellow units used, a fairly close determination can be made of the color of the product. These glasses are known as Lovibond color glasses.

In making bleach tests, the samples of tallow or grease are heated with 4 per cent fullers earth. The earth is removed from the grease by filtering and the sample is then compared with the standard color glasses in the tintometer as described above in the case of product which has not been bleached.

Sample of Each Shipment.

In shipping tallow and grease it is customary to save a sample representative of the shipment. In case there is question regarding the quality of the product shipped this sample is used in arbitrating the difference. If the tallow or grease is shipped in tierces, a sample is taken from one of every ten tierces by inserting a tryer and withdrawing a section, cutting from the top to the bottom of the tierce. These samples are melted together and put in a sealed container and are considered representative of the entire shipment.

A Meat Loaf Delicacy

Have you ever tried furnishing the trade with a fancy macaroni and cheese loaf?

It's a specialty meat that is popular any time of the year, but especially so in the summer months.

Try THE NATIONAL PROVISIONER'S macaroni and cheese loaf formula and see if your trade does not like it.

Send a 10c stamp with request for reprint of the formula and directions which appeared in a recent issue, using the coupon below:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me reprint of Macaroni and Cheese Loaf formula. I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City
(Enclosed find 10c in samp.)

If the product is shipped in tank cars a sample is withdrawn from the car as soon as it is loaded.

If the shipment contains total impurities in excess of the amount specified, the buyer is given an allowance for the amount of the excess.

Watery Sausage

A sausage manufacturer complains of watery product. He says:

Editor The National Provisioner:

We have been having trouble with our ham style sausage being watery and are wondering if you have any data in your files that might help us to overcome the trouble.

It is difficult to tell the cause of this packer's trouble without knowing something about his formula and his method of manufacture. It may be that he is using too much water or ice in his meats or that his beef is overcured and its binding qualities poor. Consideration must also be given to the fact that at this season of the year the bulk of the beef available for manufacturing purposes is grass fed and is therefore somewhat more watery than that from the dry fed cattle of the colder months.

The amount of beef in the formula must be considered when the quantity of water or ice is being estimated, as pork has little absorptive ability. Such products as hearts, cheeks, etc., that may be used in the formula can not be considered, but only the lean muscle beef.

It is suggested that this inquirer check up on these points and see if he does not discover his trouble. If not, he should send his formula and method of handling so this can be checked and his difficulty located if possible.

NEW PROPERTY IN BEEF.

A new value in beef fat has been found in "carotene." Investigations and experiments are now being conducted in which it is hoped it will be proved that "carotene" contains the valuable vitamin A, an essential substance for the nutrition of all mammalian animals.

If science proves this to be a fact, there should be a considerable increase in the consumption of beef and a resulting rise in price, just as has been the case with calf's liver since its nutrient value was discovered.

If it should be found that "carotene" is a dietary necessity, the meat industry should not fail to take advantage of this opportunity, just as the citrus fruit industry, the milk industry and lettuce growers have advocated qualities in their products as necessary to the human diet.

Holding Cured Meats

A packer who wants to hold hams and bacon says:

Editor The National Provisioner:

Please give me the best method of storing pickled hams and bellies for holding for from three to six months.

After they have been cured through, is it practical to pack them without brine in tight casks or with the brine? What should the temperature of the pickle be for such storage? What is the customary temperature of the room required for such a long storage?

This packer asks about holding cured hams for from 90 days to six months. Wherever possible such long holding should be avoided. It is generally accepted as better practice to freeze the product green and cure as needed rather than curing and backpacking. Where this is done, the product is frozen as soon as it comes from the cutting floor, freezing at 10 to 15 degs. below zero and storing at around 10 degs. above zero.

The product is defrosted in a weak pickle solution which is kept constantly agitated during the defrosting process. Meats so handled are said to come out of smoke as good as meats cured directly from the cutting floor. The principal exception to this is in the case of boiling hams. Most producers object to a frozen ham for boiling.

However, if the demand for cured hams slackens while the product is in cure the only thing that can be done is to backpack and hold the product until it can be sold. When this is done it is well to pull the meats 5 to 10 days before the full time allotted for their cure, pack them tightly in barrels, cover with a 25 deg. plain pickle and put them in the freezer.

They should be frozen at 10 to 15 degs. below zero and when fully frozen, should be transferred to a holding freezer at 10 to 15 degs. above. About 48 hours will be required to freeze. The more rapidly the hams are frozen in the pickle, the better the results will be.

The reason the hams are pulled before they are fully cured is because some curing takes place during the holding process even in the weak pickle used.

As a rule, backpacked hams are not considered of standard grade and every packer should be sure that these hams are not over-salty or otherwise undesirable before he smokes them out and markets them under his first brand.

HOG REFRIGERATION.

Chilling hogs is one of the most important things connected with curing. Have your men read the "do's" and the "don'ts" in "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."

Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

TRADE MARK APPLICATIONS.

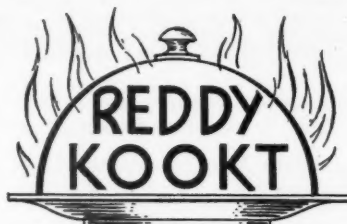
The H. H. Meyer Packing Co., Cincinnati, Ohio. For small pork sausages. Trade mark: MEYER'S MIDGETS. Claims use since Oct. 13, 1933. Application serial No. 346,823.

Swift and Company, Chicago, Ill. For ham. Trade mark: FANCIFUL PIC-



TURE OF A MAN. Claims use since Nov. 25, 1933. Application serial No. 346,534.

Donahoe's, Inc., Pittsburgh, Pa. For cooked foods sold in delicatessen stores: Meat balls, baked hams, boiled hams, baked pork and beans, ham croquettes, chop suey, ham shanks, boiled tongues,



corned beef, roast beef, roast pork. Trade mark: REDDY COOKT in design. Claims use since Feb. 2, 1933. Application serial No. 334,557.

Ashcraft-Wilkinson Company, Atlanta, Ga. For cottonseed meal used as a feed for stock. Trade mark: COWETA. Claims use since Jan. 1, 1934. Application serial No. 347,827.



David Pender Grocery Co., Norfolk, Va. For oleomargarine, butter, lard, meats, sausage, frankfurters, hams and bacon. Trade mark: NEW TREAT. Claims use since January, 1934. Application serial No. 347,654.

Joseph J. Hoffman, doing business as J. J. Hoffman Packing & Prov. Co., Denver, Colo. For bacon, hams, lard, sausages, dried beef and meat loaf.



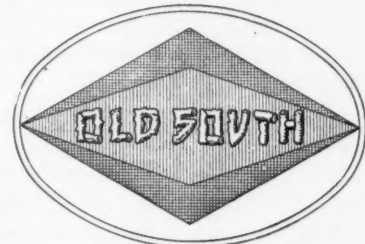
Trade mark: SCENIC VIEW IN BLACK AND WHITE. Claims use since Mar. 1, 1931. Application serial No. 317,060.

T. L. Lay Packing Co., Knoxville, Tenn. For packinghouse products — namely, hams, bacon, pure vegetable shortening, picnic hams. Trade mark: CLOVERLEAF PRODUCTS, Lay



Packing Co. in fancy cloverleaf design. Claims use since October 7, 1933. Application serial No. 343,657.

W. G. Eager, doing business as Old South Packing Company, Ocilla, Ga. For hams and bacon. Trade mark:



DECORATIVE DESIGN IN BLACK, YELLOW AND RED. Claims use since Jan. 25, 1932. Application serial No. 325,737.

TRADE MARKS GRANTED.

M. Kepinski & Co., Berlin, Germany, assignor to M. Kempinski & Co., Inc., New York, N. Y. For meat, meat products, preserved meats, poultry, fish, preserved fish, etc. Trade mark: KEMPINSKI. Published March 6, 1934. No. 313,323.



"Dry-Zero cuts operating expense"

Quick Facts about Dry-Zero

Efficient: Dry-Zero has the greatest insulating or heat stopping efficiency of any commercial insulant. Its rating is .24 B.t.u. The proper thickness of Dry-Zero for any desired temperature can be calculated accurately.

Light: Dry-Zero adds but little to over-all truck weight. It scales only 2 oz. per board foot. A truck with 300 square feet of body surface would weigh only 90 pounds more with 2 inches of Dry-Zero insulation. Dead weight saved means money saved. This has amounted to as much as \$230 per year on a one-ton truck.

Permanent: Dry-Zero is immune from rot or fungus. It will not settle, disintegrate or oxidize. Dry-Zero has frequently been used over again after being removed from worn out or obsolete bodies.

Clean: Never absorbs or develops odors, because Dry-Zero is 98% pure cellulose. Does not absorb moisture. This is further assurance of cleanliness and permanent insulation efficiency.

Available: It is no trouble to get Dry-Zero for one truck or 100. Any truck buyer can have Dry-Zero installed by his own body builder. Every reliable builder is familiar with this insulation. Complete information on any question about Dry-Zero may be obtained also from the Dry-Zero Truck Insulation Department.

DRY-ZERO
THE MOST EFFICIENT TRUCK INSULANT KNOWN

The cost of operating refrigerated trucks is reduced in two totally different ways when Dry-Zero is used for insulation.

First, refrigeration costs less because Dry-Zero is so efficient that the load is kept cold easier and longer.

Second, the ton-mile operating cost is lower because Dry-Zero is so light that it makes a considerable saving in dead weight.

In addition, you can credit a third, unseen, saving. The extra protection to the load which Dry-Zero gives! On extra hot days—in sub-zero weather—this extra safeguard becomes apparent. For then you are assured of

safety to the cargo for much longer than you would reasonably expect.

Plan Now for Future Trucks

You will save money by making a careful investigation of insulation. If you do this now, you can make proper plans for insulating your new trucks, or your present ones.

Any reliable body builder will give complete information about Dry-Zero. Or you can write direct to our Truck Insulation Department. Many manufacturers of bodies, trailers, trucks and refrigeration equipment use Dry-Zero engineering service. Dry-Zero Corporation, Merchandise Mart, Chicago, and 687 Broadview Avenue, Toronto.



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Refrigeration and Frozen Foods

Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

CHARGING THE SYSTEM.

Some refrigeration plant operators make a practice of connecting a full ammonia drum to the system preparatory to charging, and frequently leave it so connected for several days before it is emptied.

Generally this is bad practice, since it is possible for ammonia to enter such a drum from the system if the connecting valves are not tight. When this occurs the drum could burst under excessive pressure due to the increase of only a few degrees in the temperature of the surrounding air.

As a general rule the charging valve on the drum is tight, but cases have been known where the charging valves have been left open and the drums have filled through leaky valves on the pipe work. While the actual hazard from this cause may be fairly remote, at the same time they have been known to happen.

A word of caution may not be out of place here as regards the storing of full ammonia drums. All such drums should be stored in a relatively cool place so as to protect them from overpressure due to excessive heat in buildings and, incidentally, filled ammonia drums should never be exposed to the hot sun.—Refrigeration.

SALT ICE.

Some packers, with machines installed for making ice for sausage department use, are reported to be getting very satisfactory results in truck refrigeration with brine ice made on this equipment.

This frozen eutectic salt, or "salt ice," is made by mixing water with sodium chloride of rock salt in the proportion of 23.3 per cent salt and 76.7 per cent water. The resulting brine is then frozen and used in the truck as is, or it may be compressed to form blocks.

Salt ice of this density melts at a uniform temperature and in doing so absorbs 101.5 B.t.u. per pound of ice. Three pounds, or a little less, of salt ice will do the work of one pound of solid carbon dioxide.

As part of a series of extensive tests conducted by the Salt Ice Corp. a refrigerator car using "salt ice" was loaded at Gloucester, Mass., with fish by the General Seafoods Corp., and sent to Detroit. Despite the hot weather, the load was maintained at a tempera-

ture of approximately 4 degs. Fahr. during the 70-hour run.

In the manufacture of "salt ice," according to Arthur Adams, vice president of the Salt Ice Corp., the sodium chloride, or salt, is given a thorough mixing with water in a mechanical agitator. The brine is then pumped into the outer compartment of a standard FlakIce machine. Freezing calcium chloride, with a temperature of -30 degs. Fahr., is pumped into the watertight inner, or cylinder compartments, and the cylinders slowly rotated.

The cylinders are composed of thin, flexible sheets of Monel metal strips separated from each other by bands of rubber, which serve to hold the strips together and to form a dividing belt for the ice ribbons as well as to increase flexibility. As each cylinder rotates, the heat resident in the sodium chloride brine is extracted by transfer through the Monel metal cylinder walls into the calcium chloride brine and a film or ribbon of ice forms on the outer metal face of the cylinder.

So rapid is the rate of heat transfer that the salt in the sodium chloride brine has no opportunity to crystallize out during the freezing process; nor is the rate perceptibly retarded by the ice film. Mechanism within the cylinders, regulated according to the thickness of ice desired, deflects the metal surfaces causing the ice film to peel off and to drop clear of the brine tank into holding bins for use as flakes or for compacting into cakes.

"Salt ice" now is being produced on a commercial basis by the Salt Ice Corp., Brooklyn, a corporation formed jointly in 1933 by The International Salt Co. and the FlakIce Corp.

FROZEN POULTRY IN STORAGE.

Storage stocks of frozen poultry on hand on July 1, with comparisons:

| | July 1, 1934. | June 1, 1934. | July 1, 1933. |
|---------------------|------------------|------------------|------------------|
| Broilers | 3,301 | 2,794 | 4,221 |
| Fryers | 1,764 | 2,279 | 2,636 |
| Roasters | 9,578 | 12,701 | 7,962 |
| Fowls | 7,340 | 4,144 | 9,323 |
| Turkeys | 8,357 | 9,493 | 7,260 |
| Ducks | 1,496 | 568 | 2,207 |
| Miscellaneous | 8,715 | 7,811 | 9,066 |

PRODUCE IN COLD STORAGE.

Cold storage holdings of butter, cheese and eggs on July 1, 1934:

| | July 1, 1934. | June 1, 1934. | July 1, 1933. |
|-----------------------------|------------------|------------------|------------------|
| Butter, creamery | 70,249 | 27,161 | 106,378 |
| Cheese, American | 79,554 | 58,073 | 67,456 |
| Cheese, Swiss | 7,790 | 6,699 | 2,322 |
| Cheese, Brick-Munster | 1,916 | 1,189 | 1,836 |
| Cheese, Limburger | 1,483 | 965 | 651 |
| Cheese, all other | 5,730 | 4,543 | 6,450 |
| Eggs, shell, cases | 8,963 | 7,819 | 9,364 |
| Eggs, frozen | 116,352 | 93,947 | 106,019 |

HOG CUTTING TEMPERATURES.

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's latest book.

Meat Industry Activities

C. R. Munns has taken over the plant of J. Vesley Packing Co., 121 Milliken St., Hamilton, Ohio, and will reopen the plant after making necessary repairs and alterations, changing the name to Munns Packing Co.

Incorporation papers have been filed for Shapiro & Altman Beef Co., Inc., 1170 Broadway, New York City, with a capital of \$15,000.

Louis' Quality Meat Shop, 3334 Milwaukee ave., Chicago, Ill., has been incorporated by Louis M. Patrias and others to manufacture and deal in food and food supplies.

Ashland Sausage Co. is opening for business at 419 East Second st., Ashland, Wis. Martin Reykdahl is the proprietor.

Cserpes Sausage Co., 420 2nd ave., N., Minneapolis, Minn., will erect a building and install sausage manufacturing equipment. Frank R. Cserpes, 4200 Russell ave., N., Minneapolis, is president.

Billings Packing Co., 14th st. and 1st ave., N. Billings, Mont., has been damaged by fire with estimated loss of \$37,500. J. P. Shaffer is manager.

Hackensack Meat Corp. has been incorporated with 1,000 shares of no par value stock by Meyer Pesin, 63 Sherman Place, Jersey City, N. J., and others.

Weil Packing Co., 1700 Oakley st., Evansville, Ind., will erect an addition to their meat storage building.

Miesfeld Sausage Co., Sheboygan, Wis., has been incorporated at \$15,000 by Charles Meisfeld and others.

Vita Food Products Co., 257 Metropolitan ave., Brooklyn, N. Y., has filed plans for alterations to three story brick building to be used for meat and fish packing at 635-47 Briggs ave., Brooklyn.

Gold Star Sausage Co. has been incorporated at Milwaukee, Wis., to deal in meats by Sam Goldman, Nathan and Mrs. N. Teplinsky.

Henry Pfeifer, Inc., sausage manufacturer, 57 Napoleon st., Newark, N. J., has awarded general contract for plant alterations.

Lynchburg Packing Co., Lynchburg, O., has been incorporated at \$10,000 by C. R. Sinkin and others, to deal in meats and meat products.

Shehan & Co., 1400 Peoria Life Bldg., Peoria, Ill., has been incorporated to engage in the packing business by Anthony Kaluza and others.

C. H. McKellips, 4th ave. and Mesa Drive, Mesa, Ariz., will erect a packing plant to cost \$35,000.

Crocker-Huffman Co., wholesale meat dealers, sausage manufacturers and jobbers have established a new branch at 740-H st., Fresno, Calif.

Cambria Packing Co., Jackson, O., are contemplating repairing recent fire loss.

Volz Packing Co., 826 E. Prairie st., St. Louis, Mo., will erect a \$1,500 addition to their office building.

Kroger Grocer & Baking Co. are now adding to and remodeling their packing

ON COLD LINES...



THERE ARE 4 GOOD REASONS FOR CORK COVERING



WHEN you select *Armstrong's* Cork Covering, you choose a pipe insulation that definitely meets all four requirements:

1. Moisture resistance
2. Strength without excess weight
3. Very low conductivity
4. Long life

Nor is that all! Important, too, is the careful machining of the inside surfaces of *Armstrong's* Cork Covering. This insures a snug fit against the pipe and eliminates air pockets that collect moisture.

Only the most efficient insulation can give you maximum protection against costly refrigeration losses. Years of actual service under severe conditions have proved the lasting efficiency of *Armstrong's* Cork Covering. If you'd like to know just how much you can save on your refrigeration dollars, write us today for a check-up. No obligation. *Armstrong Cork & Insulation Co.*, 952 Concord St., Lancaster, Pa.



Armstrong's

CORK COVERING FOR COLD LINES



The MODERN COMMERCIAL BODY COOLING UNIT



Model A
Cap., 150 lbs.
Wgt., 140 lbs.
Body Space,
11 cu. ft.

1. Insulated surface, to eliminate condensation forming on Unit. (No water to soak products.)

2. Expels cold air to TOP of body to keep body temperature uniform.

3. Maintains 40° - 50° temperature.

4. Motor driven fan; off car battery.

5. Uses wet ice—inexpensive to operate.

THEURER WAGON WORKS, INC.
INSULATED COMMERCIAL REFRIGERATED BODIES
New York, N. Y. North Bergen, N. J.



HAMS SMOKED in WYNANTSKILL HAM BAGS

actually shrink much less!

BEEF
•
HAM
•
SHEEP
•
LAMB
•
BACON
•
FRANK and CALF BAGS

Shrink savings alone pay the cost of WYNANTSKILL protection many times. And besides, you get effective protection against contamination and rough handling.

Write for Samples!

Write for Samples WYNANTSKILL MFG.CO. TROY, N.Y.

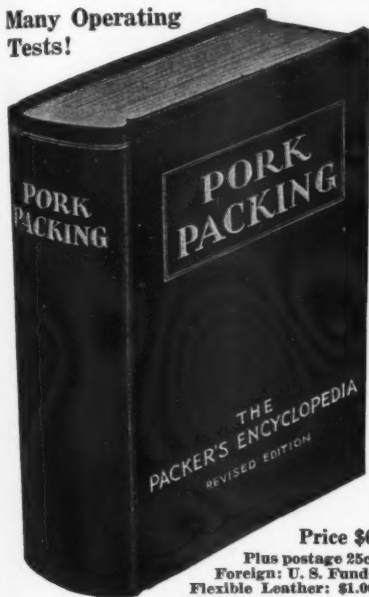
Fred K. Higbie
417 S. Dearborn St.
Chicago, Ill.
E. J. Donahue
47 Rosemore Road
Jamaica Plain, Mass.

Represented by
R. F. McDermott
153 Harding Road
Columbus, Ohio
C. M. Ardizzone
9942—41st Ave.
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Jos. W. Gates
131 W. Oakdale Ave.
Glenalde, Pa.
W. J. Newman
1006 Pearl St.
Alameda, Calif.

SOLVES PORK PACKING PLANT PROBLEMS!

Many Operating Tests!



Price \$6
Plus postage 25c.
Foreign: U. S. Funds
Flexible Leather: \$1.00
extra.

Book Department

CHAPTERS

- I—Hog Buying
- II—Hog Killing
- III—Handling Fancy Meats
- IV—Chilling and Refrigeration
- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
- X—Provision Trading Rules
- XI—Curing Pork Meats
- XII—Soaking and Smoking Meats
- XIII—Packing Fancy Meats
- XIV—Sausage and Cooked Meats
- XV—Rendering Inedible Products
- XVI—Labor and Cost Distribution
- XVII—Merchandising

ORDER NOW!

THE NATIONAL PROVISIONER 407 S. Dearborn St. Chicago, Illinois

"HALLOWELL"



Pat. applied for

Fig. 1234 "Hallowell" Cutting Room Truck

Can also be used as a General Utility Truck. Any size furnished.

Smooth galvanized surfaces, rounded corners, push handle each end, flanged top. Strictly sanitary.

Get Bulletin 449

STANDARD PRESSED STEEL CO.

BRANCHES
BOSTON
CHICAGO
DETROIT

JENKINTOWN, PENNA.

BOX 550

BRANCHES
NEW YORK
SAN FRANCISCO
ST. LOUIS

plant on Lockbourne Road, Columbus, O.

Cedar Rapids Food Market has been opened at 1535 First ave., E., Cedar Rapids, Iowa. Storage facilities and equipment for manufacturing sausage are being installed.

Atlantic Provision Co., 23 South st., Somerville, Mass., has started work on manufacturing and office buildings at 21-23 South st., Somerville.

Keck & Shippe, 4640 N. 2nd st., Rockford, Ill., will replace meat plant destroyed by fire, brick and concrete construction, two stories with basement.

Tulsa Packing Co., Sand Springs, Okla., is about to expend \$15,000 on improvements to their meat packing plant.

T & T Packing Co., Macon, Ga., has offered to build an abattoir of its own if the proposed CWA project for a municipal abattoir is rejected.

H. E. Wiseheart, 2122 N. W. Seventh ave., Miami, Fla., will increase sausage capacity to 5,000 lbs. daily, install new smokehouses and increase facilities for handling meat specialties.

The O'Dea Company has been organized, with headquarters at 70 So. Franklinton Road, Baltimore, Md., to manufacture mayonnaise, salad dressing, sandwich spread, mustard, etc., and later will enter the shortening and margarine field. The company is headed by N. F. O'Dea, former president of the Baltimore Butterine Co.

Watch the Wanted Page for bargains.

REFRIGERATION NOTES.

H. H. Meyer Packing Co., Cincinnati, Ohio, is enlarging the chill room capacity of its plant. Latest chilling and air conditioning methods will be used.

The Northwestern Ice & Cold Storage Co., Portland, Ore., will convert a building recently purchased into a cold and dry storage plant to be used as an annex to the main plant.

The Pacific Refrigeration Co., Los Angeles, Calif., has contract for refrigeration equipment for Kramer's Supreme Meat Products Co.

The Pioneer Provision Co., 4445 S. Soto st., Vernon, Calif., is adding to its refrigeration system.

The Artificial Ice & Cold Storage Co., Yakima, Wash., is remodeling its cold storage plant at a cost of about \$6,000.

The Barker Mfg. Co. has contract for refrigeration equipment for the distributing plant of R. E. Spriggs, 833 S. San Pedro st., Los Angeles, Calif.

A. P. Smith and Ernest E. Smith of Salem, Wash., have leased a building owned by the Columbia Packing Co. and will remodel it into a modern cold storage plant.

DENVER PACKING PLANT BURNS.

Fire destroyed the K. & B. Packing & Provision Co. plant at Denver, Colo., on the night of July 8. It was believed to have been started by a bolt of lightning during a storm. The fire practically gutted the company's slaughtering plant and damages are estimated to

be in the neighborhood of \$150,000.

Louis Sigman, president of the company, announced that reconstruction would start at once. The company, said to be the largest independent packing company in the state, was founded in 1883. Since 1909 it has been operated by Mr. Sigman and his sons, Morris and Sam.

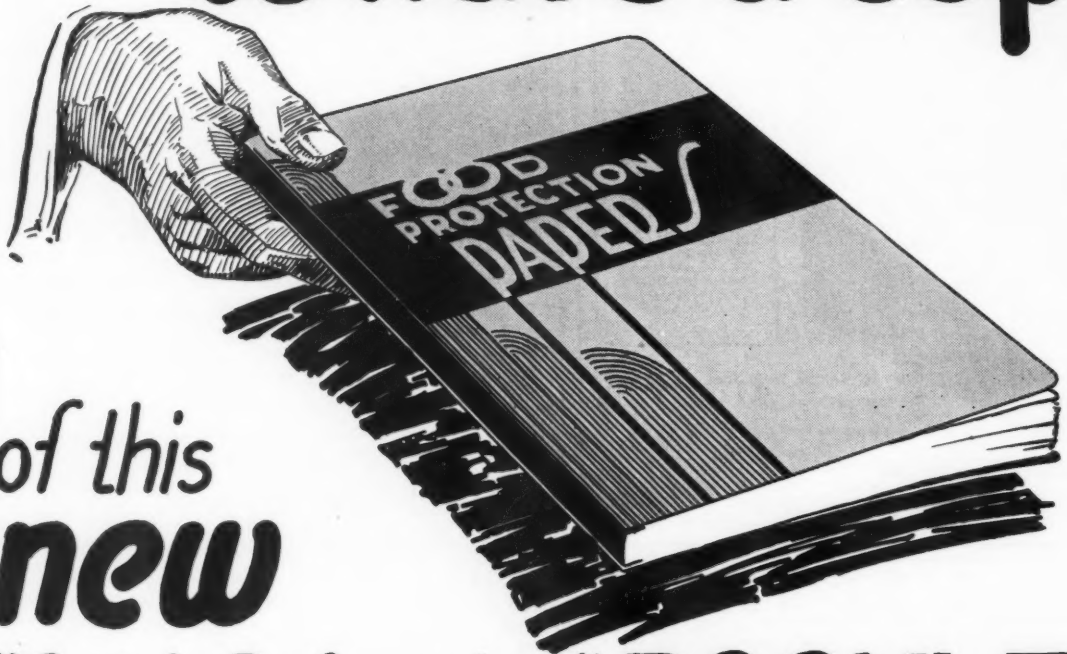
SOAP CO. ADOPTS SHORT WEEK.

Fels-Naphtha Soap Co. of Philadelphia has adopted a 5-day work week with 5½ days' pay. "Wages in the Fels-Naphtha factory have been consistently above present code requirements," said Mr. Fels in making the announcement of the new schedule of pay. "By decreasing the working week to five days, without reduction of wages from the five and one-half day week basis, our company feels that it is only taking an additional step in its efforts to go beyond the letter of the New Deal requirements and carry out, to every extent possible, the spirit of the President's program."

HEARINGS ON PACKER CHARGES.

Hearings on Department of Agriculture charges of combination of meat packers in past years to fix prices to retailers were held last week in Birmingham, Ala., and from there will be shifted to Memphis, Tenn. After the Memphis hearing the packers will be given an opportunity to present their defense. Ten companies are included in the charges made against both large and small packing companies under the Packers' and Stock Yards act.

We want you to have a copy



of this
new

"Quick Reference" BOOKLET FOR THE BUSY PACKER

A handy pocket-sized manual giving kinds of papers to use in all meat departments, rated in order of protection value gives reasons for recommendations includes samples also recommended papers for Poultry, Dairy and Fish industries write for your copy today no charge no obligation.



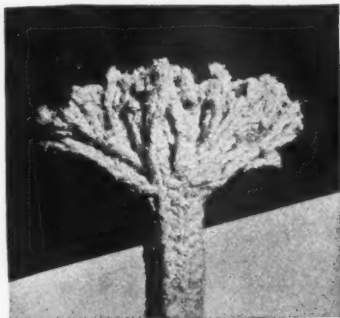
KALAMAZOO VEGETABLE PARCHMENT CO.
PARCHMENT (KALAMAZOO COUNTY) MICHIGAN

A Page for Purchasing Departments

NEW ASBESTOS PACKING.

A new packing for reciprocating and centrifugal rods, to be known as interlocked braided asbestos packing, has been announced by Johns-Manville.

Each individual strand of long fibre asbestos yarn is said to be so interlocked in the braiding as to provide for



INTERLOCKED BRAIDED ASBESTOS PACKING.

the first time a packing with a completely integral braided structure. Quoting the manufacturers: "There are no soft heavy plaits to flatten; no jackets to wear through. Because it is braided square, rather than pressed into shape, it assures a better packing face on the rod, with more contacting area. The integral structure also results in greater resiliency and flexibility."

This product is recommended by the manufacturers for packing against saturated or superheated steam; hot or cold, fresh or salt water; and weak caustics and acids.

REDESIGNED STOKER.

Green natural draft chain grate stoker, manufactured by the Combustion Engineering Co., 200 Madison ave., New York, N. Y., has been redesigned to provide for fixed attachment of controls, a frame construction capable of coping with expansion and simple conversion to forced draft if desired.



SECTIONAL VIEW OF CHAIN GRATE STOKER.

This stoker may be operated either with natural, forced or induced draft.

Instead of a cast-iron frame supported on wheels, the new design has a stationary structure, fixed into the setting. This consists of transverse channels supported on posts at either side to which are fastened angles paral-

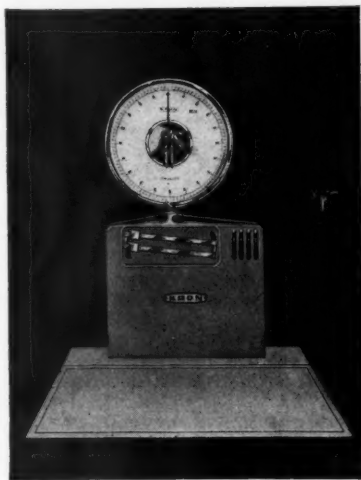
lel to the side walls. Skids supported on I-beams carry the weight of the chain at the bottom. A pipe, flush with the side wall and extending nearly the length of the stoker, carries the adjusting rod and takes the tension off the frame. While the take-up in the tension of the chain is at the rear, the actual adjustment at the front is always accessible.

With natural draft, zone control may be applied by placing louvre dampers between the channels in one or more compartments. Where conditions make it desirable to change to forced draft, this can readily be accomplished by substituting forced draft links, adding dampers and installing an internal seal and hood at the front.

DORMANT PLATFORM SCALE.

The Kron Co., Bridgeport, Conn., has just announced the development of a new cabinet or unit weight type dormant platform scale.

This scale comes equipped with from 1 to 4 unit weights, depending on the specifications, and is so arranged that by pressing down on the first handle



NEW PLATFORM SCALE.

The free floating platform is used in this assembly and the indicating mechanism is the one-cam translation ball bearing type.

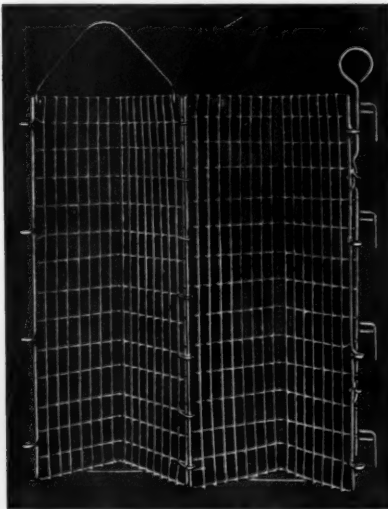
a unit weight equal to the capacity of the dial is added to the weighing system. By pressing down the second handle a second weight equal to the dial capacity is added and so on, or if one wants to add the whole 4 unit weights at one time this can be done by simply pressing down the fourth handle. The weight thus added is shown in a small window on the dial face.

The scale is used where larger loads are to be weighed by small increments and where it would be impractical to graduate the dial to the small graduations necessary. The scale is finished in black baking crystal with chromium plated trim.

SAUSAGE MOLDS.

Packers sometimes object to equipment made up of small detached parts because of the danger of misplacement and loss and consequent delay in operations and a slowing up of production. Some types of wire sausage molds have been open to this objection. A new type of wire sausage mold, known as the "Never-Lost," introduced recently by the Allbright-Nell Company, has a locking pin permanently attached to the mold.

The simple construction permits easy cleaning and a heavy coating of tin



"NEVER LOST" PIN SAUSAGE MOLDS.

Sausages formed in these molds are said to be uniform in size the full length and are easily sliced.

prevents rust. The wires are sufficiently heavy and rigid to assure permanent shape of the molds and they produce square, uniform slices. There are said to be no wire ends to tear the casings and the sausages cannot slip out of the molds. Neither do they have to be tied to the handle of the mold while being smoked.

TO PUSH REPUBLIC STEEL.

Stanley A. Knisely, of Cleveland, O., has been appointed advertising and sales promotion manager of Republic Steel Corporation, with headquarters at Youngstown, Ohio. He succeeds L. S. Hamaker, who was recently made vice president and general manager of the Berger Mfg. Co., Republic subsidiary, of Canton, Ohio. Knisely entered newspaper work in his home city of Canton, Ohio, and later held the positions of city editor and telegraph editor of the Cleveland Plain Dealer. He left the newspaper field to become advertising and sales manager of the National Paving Brick Association, with headquarters in Cleveland. After six and a half years in this position, Knisely became director of advertising research for the National Association of Flat Rolled Steel Manufacturers and served seven years in this capacity.

100%

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SMOKED HAM

CONTAINS

39 $\frac{1}{2}$ % water!

That's why the INSOLUBLE and grease-proof wrapper is the ONLY wrapper that gives complete protection

GREASE-PROOFING ALONE IS NOT ENOUGH

Average Composition of Smoked Ham

| | |
|------------------|-------|
| Water . . . | 39.5% |
| Fat | 39. |
| Protein | 16.5 |
| Minerals | 5. |

TOTAL 100.0%

Figures from U. S. Dept. of Agriculture, Office of Experiment Station, "The Chemical Composition of American Food Materials."



Most users of printed Patapar display this nationally advertised Keymark on their wrappers . . . to show their customers that they are using the finest protection. It ties in with Patapar consumer education: advertising in national publications, such as Saturday Evening Post, Fortune and Time.

ALL MEATS contain a large percentage of water. Some run as high as 75% water. That explains the great care taken by packers of quality brands to protect their meats in a wrapper that water or grease can't harm.

Note that the water content of smoked ham is 39 $\frac{1}{2}$ %—and the fat content 39%. A wrapper that is *only* grease-proof is doing only a *half* job. To do a whole job, it must be both GREASE-PROOF and INSOLUBLE. Like Patapar.

This is the first of a series of factual advertisements on the water-content of typical and popular foods.

Patapar

THE POPULAR NAME FOR PATERSON VEGETABLE PARCHMENT

Made solely by

Paterson Parchment Paper Company

Original Makers of Genuine Vegetable Parchment

Bristol, Pennsylvania

Chicago

San Francisco

New York

Provision and Lard Markets

WEEKLY REVIEW

Market More Active—Prices Firm—Hogs Barely Steady—Western Run Moderate—Lard Trade Fair—Meat Demand Good in the West—Grain Crop Report Bullish.

Market for hog products displayed considerable activity the past week and a somewhat firmer tone. Lard went into new high ground for the season. Strength in that market was traceable to absorption through both cash interests and warehousemen and an increase in speculative buying power through commission houses.

Selling was scattered, partly realizing, but in the main hedging. Offerings were readily absorbed, however, with the market aided by strength in the grain markets, the result of a very bullish government crop report.

The hog market was barely steady and accounted for some of the selling, but on the whole cash trade in lard was fairly good. Meat demand in the West was also reported good. In the East, meat trade was kept down somewhat by warm weather but a cooler spell later served to enlarge the demand.

Hog products, particularly lard, continued to attract quite a little attention in eastern speculative quarters on the belief that higher prices will prevail later on. This is predicated on prospects of smaller hog supplies and consequently lighter lard production, as well as on indications for a small cotton crop, and a consequent lighter turnout of cottonseed oil.

Smaller Fat Production Estimated.

The drastic losses to small grains this season, due to weather conditions, are a factor in that they encouraged the belief that cost of feedstuffs will be high. If higher feeding costs materialize the situation will be reflected in the price of livestock, and ultimately in livestock product values.

The hog report, followed by a report of a cotton acreage of 28,024,000, the smallest, with one exception, since 1905, and the grain crop report were very bullishly construed in respect to edible fats. The corn crop was placed at 2,113,000,000 bu., compared with 2,344,000,000 bu. last year, and a five-year average of 2,516,000,000 bu. The oat crop was placed at 568,000,000 bu., compared with 732,000,000 bu. last year, and a five-year average of 1,187,000,000 bu. Barley was estimated at 125,000,000 bu., compared with 157,000,000 bu. last year and a five-year average of 270,000,000 bu. There have also been serious losses in hay production, as well as in bread grains.

With little prospect for any material falling off in demand for lard and meats, barring excessively high prices, and with prospects of some improvement in demand with better labor con-

ditions generally, sentiment was more constructive than it has been for some time.

Receipts of hogs at western packing points last week were 335,400 head, compared with 434,000 head the previous week, and 414,000 head last year. Top price of hogs at Chicago fluctuated between 4.95c and 4.90c, with less evidence of government activity in the market. While hogs were barely steady, the market could not be called weak. At Chicago, average price of hogs at the outset of the week was 4.45c, compared with 4.55c the previous week, 4.40c a year ago, 5c two years ago, and 6.30c three years ago.

Lard Production Falls Off.

Average weight of hogs received at Chicago last week was 244 lbs., compared with 245 lbs. the previous week, 248 lbs. a year ago and 252 lbs. two years ago.

Hog numbers in Germany on June 1 were placed officially at 22,360,000 head, about equalling the record of June, 1931, when the total was 22,529,000 head. The June 1 figure this year represented an increase of 6 per cent over the previous year.

These figures may forecast less demand for lard from Germany, but the

(Continued on page 32.)

MEAT AND LARD STOCKS.

Less meat but more lard was on hand in the United States on July 1 than a month earlier and the same relation persists when compared with the five-year-average on July 1, according to the recent report of the U. S. Bureau of Agricultural Economics.

Total pork stocks declined some 13½ million pounds during the month and are about 128,000,000 lbs. less than the five year average on July 1. Lard stocks, on the other hand, were 14 million pounds larger than a month earlier and 46 million pounds more than the five-year-average. Considerably less product went into cure and into the freezer during the month just ended than in the like period a year ago.

Stocks on July 1 with comparisons are as follows:

| | July 1, '34. | June 1, '34. | 5-year av. July 1—lbs. |
|--------------------------------|--------------|--------------|------------------------|
| Beef, frozen | 26,680,000 | 24,256,000 | 30,488,000 |
| In cure | 12,483,000 | 11,885,000 | 8,476,000 |
| Cured | 5,832,000 | 6,405,000 | 6,944,000 |
| Pork, frozen | 167,463,000 | 166,350,000 | 209,111,000 |
| D.S. in cure | 43,125,000 | 47,431,000 | 64,928,000 |
| D.S. cured | 48,084,000 | 51,019,000 | 70,327,000 |
| S.P. in cure | 233,255,000 | 231,200,000 | 242,180,000 |
| S.P. cured | 136,038,000 | 145,508,000 | 160,617,000 |
| Lamb & mutton, frozen | 1,450,000 | 1,363,000 | 2,677,000 |
| Misc. meats | 60,797,000 | 52,596,000 | 72,632,000 |
| Lard | 195,973,000 | 182,240,000 | 150,439,000 |
| Product placed in cure during: | | June, 1934. | June, 1933. |
| Pork frozen | 63,248,000 | 81,441,000 | |
| D.S. pork placed in cure | 43,847,000 | 72,643,000 | |
| S.P. pork placed in cure | 191,587,000 | 217,086,000 | |

Heavy Hogs Cut Out Less Loss

SLIGHTLY lower hog prices resulted in cut-out values this week somewhat better than those of the previous week, especially on the heavier averages. Although the week experienced a fresh pork market none too active the net result from the standpoint of the packer was improved.

Quality of hogs is good for the summer season, with the bulk of the supply at Chicago consisting of good to choice 170 to 240-lb. averages, although the number of well finished heavy butchers in the runs was considerable. Quality of packing sows was also good but there was no evidence of an increase of these hogs in the supplies received. Hogs averaging 200 to 220 lbs. were

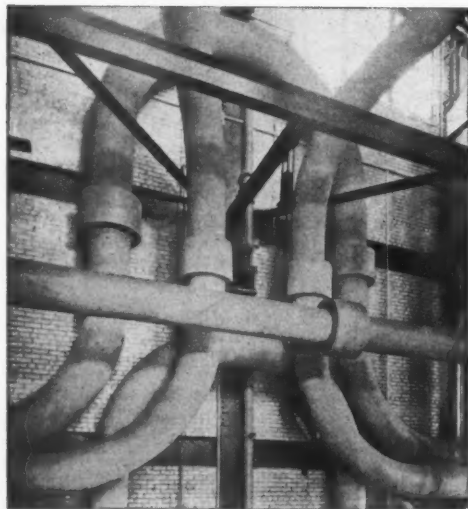
in best demand during the week.

Receipts at the seven principal markets totaled 284,100 head compared with 205,300 last week and 331,400 at the same time a year ago. Top for the week was \$5.00, with the low top \$4.80 on Wednesday and \$4.95 on the closing day of the period. The high average was \$4.50 and the low \$4.40. The top of \$5.00 compared with \$4.90 in the like period a year ago and \$5.55 two years ago.

The following test is made on good grade butcher hogs and is based on live costs and green product prices at Chicago during the first four days of the week, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Costs and credits used are representative. Yields reflect the good quality of the hogs being received.

| | 160 to 180 lbs. | 180 to 220 lbs. | 220 to 250 lbs. | 250 to 300 lbs. |
|---|-----------------|-----------------|-----------------|-----------------|
| Regular hams | \$1.87 | \$1.98 | \$1.99 | \$1.95 |
| Picnics | .40 | .47 | .46 | .42 |
| Boston butts | .47 | .47 | .47 | .47 |
| Pork loins | 1.53 | 1.51 | 1.08 | .91 |
| Bellies, light | 1.51 | 1.48 | 1.05 | .82 |
| Bellies, heavy | .. | .. | .84 | .90 |
| Fat backs | .. | .. | .20 | .35 |
| Plates and jowls | .11 | .11 | .11 | .11 |
| Raw leaf | .13 | .13 | .13 | .13 |
| P. S. lard, rend. wt. | .83 | .81 | .83 | .76 |
| Spare ribs | .60 | .60 | .60 | .60 |
| Regular trimmings | .16 | .15 | .14 | .14 |
| Feet, tall, neckbones | .04 | .04 | .04 | .04 |
| Total cutting value (per 100 lbs. live wt.) | \$7.03 | \$7.04 | \$6.83 | \$6.59 |
| Total cutting yield | 68.00% | 69.00% | 70.50% | 71.50% |
| Crediting edible and inedible offal values to the above totals and deducting from these the weight shown, plus all expenses, including following results are secured: | | | | |
| Loss per cwt. | \$.06 | \$.17 | \$.41 | \$.73 |
| Loss per hog | .10 | .34 | .96 | 2.01 |

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PACKINGHOUSE BY-PRODUCT YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in April, 1934, with comparisons:

| | Average wt. per animal. | | Per cent of live weight. | | Production | | | | | |
|--|---------------------------------------|---------------|---------------------------------------|---------------|---------------------------------------|-------------------------|---------------|---------------|---|--|
| | Apr. 1, 1933, to Mar. 31, 1934. | Apr. 1, 1934. | Apr. 1, 1933, to Mar. 31, 1934. | Apr. 1, 1934. | Apr. 1, 1933, to Mar. 31, 1934. | Apr. 5-year average. | Apr. 1, 1933. | Apr. 1, 1934. | Per cent Apr. 1, 1934, is of average. | |
| | Lbs. | Lbs. | Pct. | Pct. | M lbs. | M lbs. | M lbs. | M lbs. | Pct. | |
| Edible beef fat ¹ | 36.24 | 36.50 | 3.80 | 3.88 | 330,196 | 27,196 | 25,844 | 27,104 | 99.66 | |
| Edible beef offal..... | 30.75 | 31.14 | 3.23 | 3.21 | 290,310 | 19,684 | 18,633 | 25,124 | 117.48 | |
| Cattle hides..... | 62.97 | 61.68 | 6.61 | 6.56 | 578,928 | 40,460 | 38,285 | 46,209 | 114.21 | |
| Edible calf fat ¹ | 1.40 | 1.09 | 0.78 | 0.66 | 7,345 | 483 | 449 | 571 | 118.22 | |
| Edible calf offal..... | 6.28 | 6.03 | 3.51 | 3.67 | 33,130 | 2,880 | 2,612 | 3,156 | 109.58 | |
| Lard ² | 35.06 | 33.24 | 15.25 | 14.81 | 1,648,460 | 131,753 | 139,096 | 113,056 | 85.81 | |
| Edible hog offal..... | 6.67 | 6.68 | 2.90 | 2.98 | 313,182 | 24,560 | 25,859 | 22,720 | 82.51 | |
| Fork trimmings..... | 14.96 | 14.23 | 6.54 | 6.34 | 712,360 | 53,435 | 59,079 | 48,309 | 90.58 | |
| Inedible hog grease ² | 2.85 | 2.78 | 1.24 | 1.24 | 134,500 | 10,209 | 10,772 | 9,484 | 92.90 | |
| Sheep edible fat ¹ | 1.68 | 1.89 | 2.05 | 2.18 | 28,904 | 2,700 | 2,704 | 2,197 | 81.37 | |
| Sheep edible offal..... | 1.99 | 2.07 | 2.42 | 2.38 | 34,145 | 2,857 | 2,732 | 2,406 | 84.21 | |

¹Unrendered. ²Rendered.

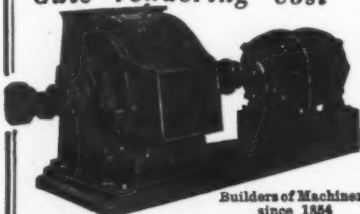
LARD AND MEAT EXPORTS.

Exports of lard and bacon through the port of New York during the first four days of the current week totaled 970,254 lbs. of lard and 1,562,500 lbs. of bacon.

Lard exports from the United States for the full week ended July 7 totaled 5,665,474 lbs. against 7,675,039 for the same period in 1933. For the packer year to date exports of lard have totaled 287,292,572 lbs. against 329,301,033 lbs. in the 1933-32 period.

Bacon and ham exports for the week ended July 7 totaled 1,671,500 lbs. against 1,870,500 lbs. a year earlier. For the year to date, exports of these products totaled 97,120,830 lbs. against 48,842,050 lbs. from November 1, 1932, to July 8, 1933.

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—The position of the tallow market in the East the past week continued one of quietness and considerable strength. Indications were that very little business passed, as buyers and sellers were $\frac{1}{2}$ c or more apart in their ideas. At New York, buyers' ideas on extra were around 3½c f.o.b., while producers were asking 3½c f.o.b., and higher in some cases.

Export interest was quiet, although exchange rates fluctuated but little. The feature was lack of pressure of offerings, indicating that producers were in a comfortable position. On the other hand, it looked as though some of the larger consumers would have to come into the market in the near future to replenish supplies. Soapers, it is understood, are experiencing a fair trade in the finished product.

At New York, special loose was quoted at 3½c; extra, 3½@3½c f.o.b.; edible, 4½c f.o.b.

At Chicago, trading in tallow was rather quiet, but prices were firm on light offerings. Demand, however, was rather slow both for prompt and future deliveries. At Chicago, edible was quoted at 4½@4½c; fancy, 4½c; prime packer, 4c; No. 1, 3½c; No. 2, at 3½c.

There was no London tallow auction this week. At Liverpool, Argentine and Australian tallow, after easing of late, showed a tendency to rally. Argentine beef tallow at Liverpool, July-August shipment, was quoted at 17s, up 9d for the week. Australian good mixed, Liverpool, July-August shipment, was unchanged at 17s 9d.

STEARINE — Market was rather quiet at New York, but the tone was fairly steady. Oleo was quoted at 5½@6c. At Chicago, rather routine conditions prevailed with the tone steady. Oleo was quoted 5½@6c.

OLEO OIL—A somewhat better demand was apparent in this quarter, and the market took on a firmer tone at New York, aided somewhat by steadiness in raw materials. At New York, extra was quoted at 6½@7c; prime, 6½@6½c; lower grades, 5½@6c. At Chicago, demand was fair and the market was steady to firm. Extra was quoted at 6½c.

See page 32 for later markets.

LARD OIL—Market was quiet and barely steady. No. 1 at New York was quoted at 6½c; No. 2, 6c; extra, 7c; extra No. 1, 6½c; prime, 9½c; winter strained, 7½c.

NEATSFOOT OIL — Demand was routine, and the market about steady. Cold test at New York was quoted at 16½c; pure, 12½c; extra, 7c; No. 1, 6½c.

GREASES — Position of the grease market at New York was one of considerable steadiness, but no particular activity. Little change was noted in prices during the week. At the same time, trading was more or less routine

and generally quiet. Strength in tallow, however, and lack of pressure of offerings of greases from first hands served to maintain values. There was a feeling current in some quarters that consumers were eating into supplies on hand and that in the near future stocks would require some replenishing.

At New York, yellow and house were quoted at 3½@3½c; A white, 3½@3½c; B white, 3½@3½c; choice white, 4c.

At Chicago, grease trading was slow, with a rather quiet demand both prompt and later delivery. On the other hand, offerings were light. At Chicago, brown was quoted at 3½@3½c; yellow, 3½@3½c; B white, 3½@3½c; A white, 3½c; choice white, 4c, displaying steadiness compared with the previous week.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 11, 1934.

The potash producers announced a price schedule on potash salts on the same basis as existed prior to the withdrawal of the prices about two weeks ago.

The market for tankage and blood was featureless this week, with practically no trading reported.

Cracklings are selling at 40c to 42½c f. o. b., New York, with some material reported moving.

The producers of sulphate of ammonia and nitrate of soda have not announced their price schedule for the coming months, as yet.

FAT MARKETS IN FRANCE.

(Special Report to The National Provisioner.)

Paris, June 28, 1934.

French lard market continued very weak this month, with production larger than consumption.

Choicest edible refined grades of cotton oil, European makes, were quoted this month at 170 francs per 100 kilos, in barrels, c.i.f. French ports, without any sales.

Paris official quotations for technical tallow went down from 115 francs to 98.50 francs per 100 kilos during the course of this month.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended July 7, 1934:

| Point of origin. | Commodity. | Amount. |
|------------------------|------------|--------------|
| Argentina—Canned meats | | 208,272 lbs. |
| Brazil—Canned meats | | 90,000 lbs. |
| Canada—Bacon | | 1,655 lbs. |
| England—Meat products | | 45 lbs. |
| Germany—Hams in tins | | 1,572 lbs. |
| Germany—Sausage | | 2,033 lbs. |
| Italy—Sausage | | 1,881 lbs. |
| Uruguay—Canned meats | | 204,900 lbs. |

LARD AND GREASE EXPORTS.

Exports of lard from New York City, July 1, 1934, to July 11, 1934, totaled 1,493,154 lbs.; tallow, none; greases, none; stearine, 73,200 lbs.

By-Products Markets

Chicago, July 12, 1934.

Blood.

Market steady with last week.

| | Unit. | Ammonia. |
|----------|-------|----------|
| Ground | | \$ 2.35 |
| Unground | | @ 2.25 |

Digester Feed Tankage Materials.

Product testing 10 to 12 per cent offered at \$1.75@1.85.

| | Unit. | Ammonia. |
|-----------------------------|-------|-------------------|
| Unground, 10 to 12% ammonia | | \$1.75@1.85 & 10c |
| Unground, 8 to 10% ammonia | | 2.00@2.20 & 10c |
| Liquid stick | | @ 1.75 |

Dry Rendered Tankage.

Buying interest less active. Market lower.

| | | |
|---|-------|-----------------|
| Hard pressed and exp. unground per unit protein | ..... | \$ .37 ½ @ 42 ½ |
| Soft prod. pork, ac. grease & quality, ton | ..... | @ 25.00 |
| Soft prod. beef, ac. grease & quality, ton | ..... | @ 20.00 |

Packhouse Feeds.

Little change in this market. Prices unchanged from last week.

| | Per Ton. |
|--|---------------|
| Digester tankage meat meal | @ 30.00 |
| Meat and bone scraps, 50% | @ 35.00 |
| Steam bone meal, 65%, special feeding, per ton | 25.00 @ 27.50 |
| Raw bone meal for feeding | @ 30.00 |

Fertilizer Materials.

Ground fertilizer tankage offered at \$2.00 & 10c.

| | | |
|--|-------|---------------|
| High grd. tankage, ground, 10@12% | ..... | \$ 2.00 & 10c |
| Bone tankage, ungrd., low gd., per ton | ..... | @ 14.00 |
| Hoof meal | ..... | @ 2.00 |

Bone Meals (Fertilizer Grades.)

Market rather dull. Prices nominal. Steam, ground, 3 & 50.....\$18.00@19.00
Steam, unground, 3 & 50.....15.00@16.00

Horns, Bones and Hoofs.

Little change; prices largely nominal. Horns, according to grade.....\$80.00@90.00
Mfg. shin bones.....55.00@55.00
Cattle hoofs.....25.00@30.00
Junk bones.....@ 15.00
(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Market steady with last week.

| | Per ton. |
|-----------------------------------|-------------|
| Klip stock | @ 12.00 |
| Calf stock | @ 15.00 |
| Sinews, pizzles | @ 15.00 |
| Horn piths | 16.00@17.00 |
| Cattle jaws, skulls and knuckles | 22.00@23.00 |
| Hide trimmings (new style) | @ 8.00 |
| Hide trimmings (old style) | @ 12.00 |
| Pig skin scraps and trim, per lb. | 4 @ 4½c |

Animal Hair.

Little change in hog hair prices.

| | | |
|-----------------------------------|-------|---------|
| Summer coil and field dried | ..... | ¼ @ ¼c |
| Winter coil dried | ..... | 1 @ 1½c |
| Processed, black, winter, per lb. | ..... | 6 @ 6½c |
| Processed, grey, winter, per lb. | ..... | 5 @ 5½c |
| Cattle switches, each* | ..... | 1 @ 1½c |

*According to count.

MORE HOGS IN GERMANY.

German hog numbers, increasing steadily since December, 1933, totaled 22,360,000 head on June 1, according to cable advice to the U. S. Bureau of Agricultural Economics. The present hog population about equals the record June, 1931, level of 22,529,000 head and

represents an increase of about 6 per cent over hog numbers a year ago.

Germany has been concentrating efforts the past few years to attain self-sufficiency in various lines of agricultural production. The German program (of increasing neutral lard production by supporting prices paid for fat hogs) stimulated hog breeding during the fall of 1933, but continuation of this policy during 1934 has been made difficult by a threatened feed shortage this year, the bureau says. Since January, 1934, feedstuffs have become scarcer, hog prices have tended downward, and breeding operations have been curtailed. Hog marketings during the remainder of the season are expected to be heavy.

A recent hog census in Germany showed substantial gains over last year for all classes of hogs except sows. A decrease in the total number of sows and a reduction in the number bred indicates a tendency to limit further expansion of the industry for the time being, in the opinion of the bureau.

FINNISH LARD DUTY.

Effective April 14, 1934, the Finnish import duty on lard was placed at 6 Finnish marks per kilo (6.21 cents per pound at current exchange rates), according to cabled advices from the American legation at Helsingfors. The increase was made under the terms of a recent law allowing the government to raise duties fourfold by decree on certain products, the basic duty having been set by the Diet. In the case of lard, however, the fourfold increase by decree came very shortly after the Diet had set a basic rate of 1.50 marks per kilo (1.55 cents per pound) against a previous basic rate of 0.60 marks (0.62 cent per pound).

Exports of American lard to Finland reached 4,751,000 pounds in 1933 against 2,956,000 pounds in 1932 and 2,938,214 pounds for 1931. In the three years indicated, American lard averaged about 88 per cent of the total imports of lard into Finland, and represented 97 per cent of such imports in 1933.

GERMANS EAT MORE PORK.

Germany ate more pork in 1933 than in 1913, but slightly less beef and veal, according to a recent report to the U. S. Department of Agriculture. Of the total 1913 consumption, 62.9 per cent was pork, 28.4 per cent beef, 5.1 per cent veal and 1.8 per cent mutton. In 1925 the percentage was as follows: beef 32.3, veal 6.3, pork 57.8 and mutton 2.0 per cent. In 1933, the pork consumption showed considerable increase, amounting to 64.3 per cent of the total. The beef consumption in that year was 27.2 per cent, the veal 5.9 per cent and the mutton 1.3 per cent.

CANADIAN EXPORTS TO U. S.

Exports of livestock and meats from Canada to the United States are officially reported as follows:

| | May, 1934. | May, 1933. |
|------------------|---------------|---------------|
| Cattle No. | 659 | 182 |
| Hogs, No. | 975 | 8 |
| Sheep, No. | 66 | 86 |
| Beef, lbs. | 1,100 | |
| Bacon, lbs. | 23,800 | 81,400 |
| Pork, lbs. | 23,500 | 7,900 |

MAY MEAT AND FAT EXPORTS.

Exports of meats and fats during May, and for five months ending May, 1934:

| | May, 1934. | 5 mos. ended May, 1934. |
|--|---------------|----------------------------|
| Total meat and meat products, lbs. | 20,530,473 | 100,016,743 |
| Value | \$2,906,249 | \$13,571,700 |
| Total animal oils and fats, lbs. | 71,840,582 | 255,863,346 |
| Value | \$3,743,087 | \$14,047,054 |
| Beef and veal, fresh, lbs. | 288,322 | 2,008,572 |
| Value | \$40,408 | \$230,206 |
| Beef, pickled, etc., lbs. | 1,053,906 | 6,346,973 |
| Value | \$58,215 | \$335,701 |
| Pork, fresh, lbs. | 2,479,402 | 15,453,863 |
| Value | \$268,293 | \$1,590,844 |
| Hams & shoulders, lbs. | 5,740,885 | 24,005,522 |
| Value | \$797,328 | \$3,323,858 |
| Bacon, lbs. | 1,036,069 | 8,984,486 |
| Value | \$149,380 | \$716,579 |
| Cumberland and Wiltshire sides, lbs. | 10,259 | 177,060 |
| Value | \$2,054 | \$21,897 |
| Pickled pork, lbs. | 2,203,376 | 6,623,587 |
| Value | \$143,073 | \$443,229 |
| Oleo oil, lbs. | 3,163,570 | 10,190,937 |
| Value | \$176,511 | \$673,787 |
| Lard, lbs. | \$6,147,062 | 233,120,029 |
| Value | \$3,438,001 | \$12,836,331 |
| Neutral lard, lbs. | 456,247 | 1,686,610 |
| Value | \$24,788 | \$98,514 |
| Margarine of animal or vegetable fats, lbs. | 40,913 | 187,228 |
| Value | \$4,155 | \$19,321 |
| Cottonseed oil, crude, lbs. | 128,512 | 6,707,368 |
| Value | \$6,102 | \$253,824 |
| Cottonseed oil, refined, lbs. | 554,398 | 3,761,069 |
| Value | \$38,555 | \$243,833 |
| Cooking fats other than lard, lbs. | 177,739 | 1,055,698 |
| Value | \$17,024 | \$97,648 |

COTTON OIL PROBLEMS.

Major unsolved problem in the mechanical production of cottonseed oil, according to W. R. Woolrich and E. L. Carpenter, professor and assistant professor of mechanical engineering at the University of Tennessee, is that of getting a higher oil production and increased meal value by better control and processing methods. Every operation to the filtering of the crude oil is one that challenges the mechanical engineering profession, either in separation methods, in tempering and conditioning or in cooking and pressing.

It involves material handling, conditioned storing and delinting, hulling, separating, rolling, tempering, heat transfer, pressing, filtering and grinding. When it is considered that the value of a normal year's milling is near a quarter of a billion dollars, the importance of the project is commanding.

Likewise the major unsolved problems in the solvent production of cottonseed oil are of mechanical rather than chemical nature, these men say. The present handicaps to successful solvent production are:

1—Lack of commercially developed continuous extractors.

2—Limitation of present filtering methods.

3—Unsatisfactory distillation and recovery of the chemical solvents.

With certain inherent advantages of solvent meal and the higher possible oil yields by solvent methods, it will require vigorous research program for the next decade for mechanical production methods to maintain their present monopoly of an industry of such important economic value.

HULL OIL MARKETS.

Hull, England, July 11, 1934. — (By Cable).—Refined cottonseed oil, 14s 6d; Egyptian crude cottonseed oil, 12s 3d.

VEGETABLE OIL MARKETS.

COCOANUT OIL—Trade continued limited and featureless in this market, but prices ruled steady. Spot at New York was quoted at 2½c; shipment, 2¾c. At the Pacific Coast, tanks were quoted at 2½c.

CORN OIL—Market was very firm, being influenced by strength in cottonseed oil. Demand was fair. Sales of corn oil were reported at 5½c, sellers later advancing ideas to 5¼c.

SOYA BEAN OIL—The undertone was easier without producing any particular demand. Western mills were quoting 5.3c spot and 5.8c shipment.

PALM OIL—Consumer interest was lacking, and cable advices few and far between. At New York, spot Nigre was quoted at 3½c; shipment Nigre, 3¾c. Sumatra for shipment, 2¼c.

PALM KERNEL OIL—Market was purely nominal and quoted at 2¼@ 2½c bulk in bond New York.

OLIVE OIL—Demand continued routine, but the tone was firm. New York spot tanks were quoted at 6¾c; drums, 7¼c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Demand was quiet, but firmness in competing oils made for strength. Prices were quoted 5¼c f.o.b. southern mills.

COCOANUT OIL SUBSTITUTE.

Possibility of fatty acid oils replacing cocoanut and other taxed imported oils in soap manufacture has been suggested recently as one means of circumventing the oil tax. These fatty acid oils are a by-product of refining cocoanut and palm kernel oils for edible purposes and are produced on a large scale in Europe where the method of refining is said to produce an exceptionally high quality fatty acid. The excise tax on oils has not been extended to these fatty acid products and it is said that European refiners could lay them down at the eastern seaboard with the nominal ad valorem duty applying to them paid, and still greatly undersell cocoanut oil subject to the excise tax.

OIL TAX REGULATIONS.

Announcement of regulations under which the excise tax on imported vegetable oils will be collected is expected from the Treasury Department at an early date. Collection of the tax is to begin August 1, retroactive to the time the revenue law became effective on May 10. The tax amounts to 3c per pound on the first domestic processing of cocoanut, sesame, palm kernel or sunflower oils, with a super tax of 2c per pound on cocoanut oil received from other than the Philippines or possessions of the United States.

MAYONNAISE CODE HEARING.

Destructive price cutting in the mayonnaise industry has resulted in an emergency, according to the mayonnaise code authority. The National Recovery administrator has been asked to approve a schedule of lowest reasonable costs. Public hearing on this request to establish minimum prices was held in Washington on July 13.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Active—Market Strong—New Season's Highs—Unfavorable Cotton News—Poor Grain Crops—Fair Cash Demand—Crude Strong—Western Belt Drought Watched.

Increased activity and a strong market, featured cottonseed oil futures the past week. Prices went into new high ground for the season under a more general demand through commission house and trade circles and covering by shorts. Buying was stimulated by confirmation of a very small cotton acreage comparatively, by unfavorable weather and crop reports from the South, continuation of the drought in Texas, and too much rain and weevil in other states. Confirmation by the government of a very poor feed grain crop was also a factor.

Considering the recent report of the sharp reduction in hog crop prospects the advance was orderly. The news of late has been consistently bullish from a supply position, with the certainty that edible fats will be in smaller supply during the next year, forecasting higher values. Demand is not expected to fall beyond that of the last season or two, with possibilities of consumption enlarging with further improvement in employment conditions.

The Government placed the cotton acreage at 28,024,000 acres, or approximately 1,000,000 acres under general expectations. The figure is 31.4 per cent less than the acreage on July 1, 1933, and 32.4 per cent less than the average acreage for the five-year period 1928-32.

The acreage is the smallest planted to cotton since 1905. It is about 1,700,000 acres below that planted in 1921, the only other year since 1905 in which less than 30,000,000 acres of cotton were planted.

Crop Under 10 Million Bales Expected.

It was freely predicted that the outturn this year would come within the Government requirements of around 10,000,000 bales. Any loss of acreage from drought would mean a corresponding reduction in the prospective crop, while the weevil situation also must be contended with. As a result, ideas at the moment are running between 9 and 10 million bales.

The drought in Texas is assuming serious proportions. As that state produces a large percentage of the annual outturn, all eyes are directed toward the Texas weather from day to day. It is generally conceded that the crop has lost ground thus far this month. July and August are the critical months for cotton.

The weekly weather report said that temperatures were abnormally high in the western cotton belt but mostly seasonable elsewhere. Moderate rains were rather general from the Mississippi Valley eastward, but the western belt experienced another extremely dry week. The weather continued unfavor-

able in Texas, with temperatures abnormally high and showers too widely scattered to be of material benefit.

There was considerable switching from July to the later months, but the spot position acted rather tight. Deliveries on July contracts thus far have been 61 tanks, but the oil appeared to be readily taken care of. Cash demand was reported fair to moderate. Crude markets were quiet, with little offered, but strong; Southeast and Valley, 5c sales and bid; Texas, 4 1/4 @ 4 1/2 c.

COTTONSEED OIL—Store oil demand was fair and the market at New York was firm with futures. Crude offerings were light and the market was strong; Southeast and Valley 5c bid; Texas, 4 1/4 @ 4 1/2 c.

Market transactions at New York:

| | | —Range—Closing— | | | | |
|-------|-------|-----------------|-------|------|-------|--------|
| | | Sales. | High. | Low. | Bid. | Asked. |
| Spot | ..... |  |  |  | a | ..... |
| July | ..... |  |  |  | 582 a | 585 |
| Aug. | ..... | 2 | 584 | 584 | 584 a | 585 |
| Sept. | ..... | 7 | 587 | 585 | 582 a | 586 |
| Oct. | ..... | 1 | 592 | 592 | 588 a | 592 |
| Nov. | ..... |  |  |  | 596 a | 602 |
| Dec. | ..... | 1 | 610 | 610 | 607 a | 612 |
| Jan. | ..... |  |  |  | 610 a | 618 |
| Feb. | ..... |  |  |  | 615 a | 629 |

Sales, including switches, 11 contracts. Southeast crude, 5c nom.

Saturday, July 7, 1934.

| | | | | | | |
|-------|-------|---|-----|-----|-------|-------|
| Spot | ..... |  |  |  | a | ..... |
| July | ..... | 7 | 584 | 584 | 584 a | 588 |
| Aug. | ..... |  |  |  | 586 a | 596 |
| Sept. | ..... | 7 | 584 | 584 | 584 a | 587 |
| Oct. | ..... | 7 | 590 | 590 | 590 a | trad |
| Nov. | ..... |  |  |  | 598 a | 605 |
| Dec. | ..... |  |  |  | 607 a | 609 |
| Jan. | ..... |  |  |  | 609 a | 617 |
| Feb. | ..... |  |  |  | 615 a | 630 |

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., July 12, 1934. — Government report on cotton acreage, with increased demand for cotton oil, lifted futures about 3/4 c lb. this week. Crude sold freely at 5c lb. for Valley, a smaller volume of Texas at the same price. Bleachable was active and firm at 5 1/2 c lb. bid and 6c lb. asked, loose New Orleans. Today's June consumption report was construed here as very bullish. If weather proves unfavorable, higher prices expected for cotton seed and products.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 12, 1934. — Crude cottonseed oil, 5c lb.; forty-one per cent protein cottonseed meal, \$25.50; loose cottonseed hulls, \$8.00.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., July 12, 1934. — Prime cottonseed oil, 5c lb.; forty-three per cent meal, \$28.00; hulls, \$11.00.

Sales, including switches, 21 contracts. Southeast crude, 5c nom.

Monday, July 9, 1934.

| | | | | | | |
|-------|-------|----|-----|-----|-------|-------|
| Spot | ..... |  |  |  | a | ..... |
| July | ..... |  |  |  | 585 a | 695 |
| Aug. | ..... | 1 | 600 | 600 | 595 a | 600 |
| Sept. | ..... | 24 | 593 | 582 | 590 a | trad |
| Oct. | ..... | 3 | 598 | 597 | 598 a | trad |
| Nov. | ..... |  |  |  | 606 a | 616 |
| Dec. | ..... | 7 | 620 | 618 | 619 a | trad |
| Jan. | ..... | 2 | 627 | 618 | 624 a | 628 |
| Feb. | ..... |  |  |  | 626 a | 640 |

Sales, including switches, 36 contracts. Southeast crude, 5c sales.

Tuesday, July 10, 1934.

| | | | | | | |
|-------|-------|----|-----|-----|-------|-------|
| Spot | ..... |  |  |  | a | ..... |
| July | ..... |  |  |  | 590 a | 608 |
| Aug. | ..... | 1 | 600 | 600 | 595 a | 600 |
| Sept. | ..... | 75 | 602 | 595 | 600 a | 605 |
| Oct. | ..... | 12 | 608 | 600 | 608 a | trad |
| Nov. | ..... |  |  |  | 615 a | 620 |
| Dec. | ..... | 11 | 625 | 622 | 625 a | 628 |
| Jan. | ..... | 62 | 634 | 631 | 631 a | 633 |
| Feb. | ..... |  |  |  | 635 a | 649 |

Sales, including switches, 161 contracts. Southeast crude, 5c bid.

Wednesday, July 11, 1934.

| | | | | | | |
|-------|-------|----|-----|-----|-------|-------|
| Spot | ..... |  |  |  | a | ..... |
| July | ..... | 2 | 601 | 600 | 615 a | 625 |
| Aug. | ..... | 1 | 615 | 615 | 615 a | 625 |
| Sept. | ..... | 68 | 620 | 605 | 620 a | 625 |
| Oct. | ..... | 51 | 628 | 620 | 627 a | 630 |
| Nov. | ..... |  |  |  | 635 a | 645 |
| Dec. | ..... | 8 | 649 | 630 | 645 a | 650 |
| Jan. | ..... | 59 | 650 | 635 | 650 a | 654 |
| Feb. | ..... | 10 | 660 | 660 | 660 a | trad |

Sales, including switches, 163 contracts. Southeast crude, 5c bid.

Thursday, July 12, 1934.

| | | | | | |
|-------|-------|-----|-----|-------|-----|
| July | ..... | 610 | 610 | 604 a | 615 |
| Sept. | ..... | 621 | 611 | 610 a | 612 |
| Oct. | ..... | 630 | 616 | 615 a | 618 |
| Dec. | ..... | 650 | 635 | 632 a | 634 |
| Feb. | ..... | 655 | 655 | 638 a | 652 |

See page 32 for later markets.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., July 11, 1934.

Owing to the bullish government report on grains, the cottonseed meal market opened \$1.00 to \$1.15 higher than the previous close. On the opening call \$26.65 was bid for September meal which later sold at \$26.25, but toward the close practically all offerings were absorbed and buyers were bidding highest prices of the day. The market closed at an advance of \$1.25@1.50 per ton. Trading was brisk in the meal pit during the entire session and a healthy volume of business was transacted. The selling appeared to be confined to longs who desired to take profit on the advance. The market closed strong at top prices.

The cottonseed market also showed some activity today with prices being up 75c per ton. Sales in December were at \$30.00.

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Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were easier but subsequently firmed with higher hogs, firm grains and scattered commission house buying covering. Cash trade was fair. Top hogs at Chicago were \$5.05.

Cottonseed Oil.

Cotton oil was quieter and steady with a firm undertone owing to the continued drought in Texas, better lard markets and lighter offerings. There was a tendency, however, to await developments. Cash trade was routine; crude, Southeast and Valley, 5c lb.; Texas, 4 1/4 @ 4 3/4 c lb. Consumption report was bullish, June takings 301,000 bbls. A year ago June consumption was 280,000 bbls. Visible supply is 2,150,000 bbls. A year ago it was 2,211,000 bbls.

Quotations on bleachable cottonseed oil at New York Friday noon were: July, \$6.15@6.25; Aug., \$6.17@6.25; Sept., \$6.22@6.25; Oct., \$6.28@6.32; Nov., \$6.39@6.45; Dec., \$6.48@6.50; Jan., \$6.53@6.55; Feb., \$6.55@6.69.

Tallow.

Tallow, extra, 3 3/4 c lb. f.o.b.

Stearine.

Stearine, 6c lb. plants.

Friday's Lard Markets.

New York, July 13, 1934.—Lard, prime western, \$4.90@5.00; middle western, \$4.75@4.85; city, 4 1/2 @ 4 3/4 c; refined Continent, 4 1/4 @ 4 3/4 c; South American, 4 1/4 @ 5.00; Brazil kegs, 5 1/2 c; compound, car lots, 7 1/2 c.

BRITISH QUOTA INCREASES.

Official confirmation of the authorization by the British Bacon Marketing Board of an additional quota of 20,000 hundredweights (2,240,000 lbs.) of ham, to be shipped within 14 days of July 3, has not yet been received. However, on the basis of certain other advices, some packers have shipped their allocated proportion of the increase. It has been recommended that advice of the packer's British agent be secured before this is done. It is also recommended that all hams shipped to the United Kingdom be trimmed in accordance with the new British regulations put into effect on March 31, 1934. Even when product is sent at the buyer's risk, hams should be so trimmed.

Increase in the United Kingdom allocation to the United States of frozen pork for curing for the ten months March 1 to December 31, 1934, from 6,700 to 8,750 British hundredweights is under consideration.

BRITISH MEAT MARKING RULE.

British requirements for the marking of hams and bacon sold in retail markets, as reported in THE NATIONAL PROVISIONER of July 7, designed to be effective July 22, have been delayed for three weeks longer. After that date unmarked bacon and ham cannot be sold in retail shops.

PROVISIONS AND LARD MARKETS.

(Continued from page 25.)

German demand already has been restricted considerably by official enactments.

Production of lard in the United States during May was 137,597,000 lbs., compared with 156,410,000 lbs. the previous year and a five-year average of 139,655,000 lbs.

Exports of lard for the week ended June 23 were 6,224,000 lbs., compared with 12,166,000 lbs. last year. Exports from January 1 to June 23, have been some 262,478,000 lbs., compared with 304,006,000 lbs. the same time a year ago.

PORK—Market was steady at New York, and demand moderate and routine. The position was stronger in spots. Mess was quoted at \$19.75 per barrel; family, \$19.75 per barrel; fat backs, \$14.00@19.00 per barrel.

LARD—Market was firm, although demand was only fair in the East. Strength in the West was a factor. At New York, prime western was quoted at 4.90@4.95c; middle western, 4.75@4.85c; New York City tierces, 4 1/2 c; tubs, 7@7 1/2 c; refined Continent, 5 1/2 @ 5 1/4 c; South America, 5 1/2 @ 5 1/4 c; Brazil kegs, 5 1/2 @ 5 1/4 c. Compound at New York was raised 1/4 c to 7 1/4 c car lots and 8c smaller lots.

At Chicago, regular lard in round lots was quoted at 2 1/2 c over July; leaf lard, 5 1/2 c under July; loose lard, 5 7/2 c under July.

BEEF—Demand was fairly good at New York, and the market was strong. Mess was nominal; packer, nominal; family, \$13.00@14.00; extra mess, nominal.

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, July 6, 1934, as reported to THE NATIONAL PROVISIONER:

| | Week ended July 6. | Prev. week. | Cor. 1933. |
|----------------------------|--------------------|-------------|------------|
| Chicago | 106,823 | 110,619 | 138,557 |
| Kansas City, Kans. | 54,926 | 52,585 | 64,450 |
| Omaha | 34,269 | 44,415 | 40,735 |
| St. Louis & East St. Louis | 45,941 | 55,070 | 73,083 |
| Sioux City | 22,654 | 33,048 | 40,458 |
| St. Joseph | 33,807 | 26,999 | — |
| St. Paul | 24,190 | 26,559 | 34,787 |
| N. Y., Newark & J. C. | 26,492 | 28,534 | 31,124 |
| Total | 341,122 | 377,829 | 429,164 |

GERMAN HOGS AND LARD.

Top hogs at Berlin were quoted at \$11.76 per cwt. on June 27, compared with \$11.57 a week earlier and \$8.52 at the same time last year. Lard in tierces at Hamburg was quoted at \$13.10, compared with \$12.66 on June 20th and \$10.67 a year earlier.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 13, 1934, show exports from that country were as follows: To the United Kingdom, 22,557 quarters; to the Continent, 18,911. Exports the previous week were: To England, 126,332 quarters; to Continent, 327.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, July 13, 1934.

General provision market firm; very good demand for hams, fair demand for lard.

Friday's prices were as follows: Hams, American cut, 96s; hams, long cut, 94s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 72s; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 76s; Canadian Cumberlands, 68s. Spot lard was quoted at 25s 6d.

LIVERPOOL PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom for the week ended June 27, 1934, totaled 52,030 bales against 52,377 bales a week earlier and 66,609 bales at the same time last year. Prices of the first quality product at Liverpool June 27 with comparisons are as follows:

| | June 27, 1934. | June 20, 1934. | June 28, 1933. |
|---------------------------|----------------|----------------|----------------|
| American green bellies | 16.09 | 16.88 | Nom. |
| Danish green sides | 19.12 | 19.88 | 19.74 |
| Canadian green sides | 16.99 | 17.37 | 16.68 |
| American short green hams | 20.14 | 19.70 | 15.80 |
| American refined lard | 5.70 | 5.81 | 8.18 |

BRITISH PROVISION IMPORTS.

Liverpool provision imports during June, 1934, reported by Liverpool Provision Trade Association:

| | June, 1934. |
|-----------------------------------|-------------|
| Bacon (including shoulders) cwts. | 22,559 |
| Hams, cwts. | 29,215 |
| Lard, tons | 2,097 |

The approximate weekly consumption ex Liverpool stocks is given below:

| | Bacon, cwts. | Hams, cwts. | Lard, tons. |
|------------|--------------|-------------|-------------|
| June, 1934 | 5,179 | 7,571 | 410 |
| May, 1934 | 7,686 | 7,496 | 490 |
| June, 1933 | 3,228 | 8,038 | 276 |

JUNE FEDERAL SLAUGHTERS.

Federal inspected slaughter of all classes of livestock during June in thousands:

| | Cattle. | Calves. | Hogs. | Sheep & lambs. |
|----------------------|-----------|-----------|------------|----------------|
| Baltimore | 6,301 | 2,623 | 53,499 | (2) |
| Buffalo | 9,832 | 3,873 | 94,129 | 5,728 |
| Chicago | 176,292 | 73,544 | 550,986 | 238,855 |
| Cincinnati | 14,789 | 8,946 | 60,681 | 19,976 |
| Cleveland | 4,325 | (2) | 31,978 | (2) |
| Denver | 9,309 | 2,323 | 42,199 | (2) |
| Detroit | 7,491 | 6,946 | 71,124 | 4,190 |
| Fl. Worth | 39,044 | 21,890 | 34,897 | 48,109 |
| Kansas City | 84,322 | 43,148 | 296,805 | 116,973 |
| Milwaukee | 23,160 | 54,942 | 86,266 | (2) |
| Nat'l Stock Yards | 61,093 | 42,392 | 279,313 | 88,697 |
| New York | 27,622 | 59,968 | (2) | 179,040 |
| Omaha | 94,890 | 14,866 | 211,124 | 127,941 |
| Philadelphia | 6,125 | 11,447 | 70,064 | 13,975 |
| Sioux City | 45,534 | 7,787 | 137,359 | 41,946 |
| So. St. Paul | 64,040 | 67,394 | 145,073 | 18,900 |
| All other stations | 258,821 | 179,263 | 1,627,938 | 355,495 |
| Total: | | | | |
| June, 1934 | 931,970 | 601,332 | 3,763,455 | 1,258,638 |
| May, 1934 | 864,075 | 600,228 | 4,217,624 | 1,244,491 |
| June, 1933 | 471,115 | 441,181 | 5,626,235 | 1,490,446 |
| 5-year June av. | 669,213 | 390,522 | 3,728,308 | 1,387,547 |
| Jan.-June, 1934 | 4,880,463 | 3,169,620 | 23,255,855 | 7,475,231 |
| Jan.-June, 1933 | 3,882,770 | 2,403,150 | 24,708,177 | 8,399,417 |
| Jan.-June, 5-yr. av. | 3,868,003 | 2,370,623 | 24,146,604 | 8,089,865 |
| New York Area | 36,226 | 73,273 | 144,819 | 211,407 |

Horse slaughter in June totaled 1,254 head compared with 3,076 head in the same month a year ago. The January-June slaughter this year of 7,692 head compares with 15,145 head in the same period a year ago.
(2) Included in "all other stations."



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Live Stock Markets

CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, July 12, 1934.

CATTLE—Compared with last Friday: Strictly good and choice fed steers and yearlings were unevenly steady to 25c lower; kinds scaling 1,050 to 1,200 lbs. and grading strictly good and better, fully 25c off, instances more; lower grades of all representative weights, strong to 25c higher. The closing market was active at the late advance. Yearling heifers were fully steady; beef cows, steady to 25c lower; cutters, weak; bulls and vealers, fully steady. There was a larger supply of good to choice 1,000- to 1,300-lb. steers in run than week ago. Light heifer, mixed yearlings and all fed steers scaling 900 lbs. downward were in active demand; extreme top fed steers, \$10.35 early, \$10.15 late; best yearlings, \$9.00; medium weights, \$9.35; weighty heifer yearlings, \$7.50; bulk fed steers, \$6.50 @ 9.25; grassy and shortfed kinds, \$3.25 @ 6.00.

HOGS—Compared with last Friday: Market was weak to 10c lower; packing sows, steady. Receipts were moderate, and shipper demand was broadest of season. Week's peak was \$5.00; closing top, \$4.95; late bulk better grade 220 to 320 lbs., \$4.75 @ 4.85; 330 to 400 lbs., \$4.50 @ 4.75; 170 to 210 lbs., unevenly \$4.25 @ 4.80; light lights, \$3.50 @ 4.15; good pigs, \$2.50 @ 3.25; packing sows, \$3.80 @ 4.10; sorted lightweights to \$4.25.

SHEEP—Compared with last Friday: Lambs, 50 @ 60c lower; top westerns, 75c down; yearlings, 25 @ 50c off; aged sheep, 25 @ 50c higher, scarcity being their chief supporting factor. Increased supplies and a sluggish dressed trade were factors in the lamb decline; week's top native lambs, \$8.50; best westerns, \$8.35; practical top at close,

\$8.00; late bulk moderately sorted natives, \$7.75 down; week's bulk rangers, \$7.85 @ 8.35, best available late at inside; yearlings, \$6.00 @ 6.50; slaughter ewes, \$1.50 @ 2.50 largely; few lightweights, \$2.75.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., July 12, 1934.

CATTLE—Receipts this week included a liberal quota of grain feds, but there was a let-up in the movement of grassers. Medium weight and heavy steers are 25 @ 50c lower as compared with last week's close, while lighter weights of native grain feds are unevenly steady to 25c lower. Grass steers sold on a steady to 25c lower basis, most of the decline being on strong weight kinds. Best heavy steers scaling 1,368 lbs. sold at \$8.40, while choice 1,058-lb long yearlings reached \$8.00. Majority of feed steers offered ranged from \$5.50 @ 7.50. No material change was registered on light yearlings and she stock, choice mixed yearlings clearing up to \$6.75 and best heifers going at \$6.65. Bulls were steady to strong, while vealers moved slowly at a weak to 50c lower range; practical top, \$4.50.

HOGS—Hog prices the first three days of the week worked lower, but there was a reaction on closing sessions and current quotations are weak to 15c lower as compared with last Friday. The week's high mark was \$4.60 paid for choice 220-to-260-lb. averages while best offered on the close cashed at \$4.50. Bulk of 180 lbs. up sold from \$4.15 @ 4.50. Underweights turned at \$3.25 @ 4.10. Packing sows brought \$3.40 @ 3.75.

SHEEP—Fat lambs and yearlings slumped 50 @ 65c to new low levels for the season. Choice Idaho lambs on

Monday cleared up to \$8.10, while on the close, best natives offered cashed at \$7.35. Yearlings made \$6.25 early and today best offered turned at \$5.50. Sheep were on a steady to strong basis, with fat ewes at \$1.50 @ 2.00.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., July 12, 1934.

CATTLE—Burdensome receipts were the outstanding feature in the cattle trade. Compared with last Friday, fed steers and yearlings are generally 25 @ 40c lower except on strictly choice strong weight steers. Heifers are weak; cows, 25c lower; bulls, firm; vealers, fully steady. Bulk of the fed steers and yearlings found release at \$6.00 @ 8.00; several loads all representative weights, up to \$8.75; a few loads of weighty steers, up to \$8.50. The extreme top, \$9.65, was for choice 1,466-lb. average, which stands as a new high for the year. Fed heifers cashed at \$5.25 @ 6.25; a few heavy heifers, up to \$7.00; beef cows, \$2.00 @ 3.00; grain feds in odd lots, up to \$5.00; cutter grades, \$1.25 @ 2.00; medium bulls, \$2.50 @ 3.10; bulk vealers, \$3.50 @ 4.50; selects up to \$5.00.

HOGS—Compared with last Friday, hog prices were steady to 10c lower. Thursday's top, \$4.45; bulk good and choice 180- to 300-lb. averages, \$4.00 @ 4.40; medium grade, down to \$3.75; good and choice 300 to 350 lbs., \$4.00 @ 4.35; 140 to 180 lbs., \$3.00 @ 4.10; packing sows, \$3.50 @ 3.85; stags, \$2.25 @ 3.25; killer pigs, \$2.50 @ 3.00.

SHEEP—General conditions were adverse to selling interests in the lamb and yearling trade, and prices were forced lower. Compared with Friday, lambs and yearlings are 40 @ 50c lower; aged sheep, scarce and steady; Thursday's bulk sorted native lambs, \$7.25; fed clipped lambs, \$7.40 @ 7.50; good and choice fed woolled lambs, \$7.50; best range lambs, \$6.85; good and choice fed yearlings, \$5.50 @ 5.75; good and choice ewes, \$1.75 @ 2.50.

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ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., July 12, 1934.

CATTLE—Compared with close of preceding week: Good and choice steers sold steady to 25c lower; all other steers, 25@50c lower; good and choice mixed yearlings and heifers, sausage bulls and vealers, steady; common and medium heifers, 25c lower; beef cows, 25@40c lower; low cutters, 25c lower. Bulk of steers brought \$5.25@7.90 top, 1,404-lb. steers landing \$8.25 and best yearlings \$8.10. Most heifers realized \$3.95@6.50, 751-lb. heifers and 575-lb. mixed yearlings scoring \$7.00. Bulk of beef cows brought \$2.25@3.00; top, \$4.50; low cutters, \$1.50. Period closed with top sausage bulls \$3.25; top vealers, \$5.00.

HOGS—Prices in the hog division showed little or no change during the current week and closed the four-day period on a steady basis with last Friday. A top of \$4.80 was maintained throughout, and closing sales of 180 to 250 lbs. were largely \$4.55@4.80; 150 to 170 lbs., \$3.75@4.50; 130 to 150 lbs., \$3.25@3.85; lighter pigs, \$3.10@3.15; sows late, \$3.75@4.00.

SHEEP—Good and choice lambs declined mostly 50c the current week, with throwouts and sheep mostly steady. Some clipped yearlings sold at around a 25c decline from last week's close. Top lambs for the week topped at \$8.00, closing top on butcher account \$7.75; bulk good and choice lambs late, \$7.25 to packers. Throwouts closed at \$4.00; fat ewes, \$1.50@2.00.

SIoux CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., July 12, 1934.

CATTLE—Slaughter steer and yearling demand lacked urgency this week, and buyers found it possible to enforce 25c losses for the majority. Some in-between grades indicated further downward price revisions. Choice long yearlings scored \$8.50, medium weight beefs ranged up to \$8.35, and majority moved at \$5.50@7.50. Better grade fat cows and heifers held steady, less attractive heifers reflected an easier turn, and most beef cows ruled 25@35c lower. Loadlots of choice heifers under 800 lbs. reached \$6.80, beef cows bulked at \$2.50@3.50, and low cutters and cutters earned \$1.50@2.25 for the most part. Bulls strengthened slightly, and medium grades ranged up to \$3.00, vealers remained little changed, and the practical top stood at \$5.00.

HOGS—Moderate receipts about met with trade requirements, and only minor price changes were recorded. Shipping demand favored all weights and grades, and local packers were forced to follow. Thursday's top held at \$4.35, while bulk better 210-to-320-lb. butchers ranged \$4.20@4.35. Good and choice 320- to 370-lb. heavies cleared readily at \$4.05@4.20, good 170- to 200-lb. lights cashed at \$3.50@4.15 and 140- to 170-lb. averages sold mainly at \$3.00@3.50. Most packing sows moved at \$3.75@3.85, with extreme heavies down to \$3.50.

SHEEP—Eastern demand for dressed lamb and mutton proved very unsatisfactory this week, and, despite com-

paratively light receipts, live trade worked considerably lower. Compared with late last week, lambs declined around 50@60c, with yearlings 15@25c off. Week's top was established early at \$8.00 for best natives, but in late trading top dropped under \$7.40. Several lots shorn and woolled Californias cleared at \$7.60@7.75. Shipments of shorn yearlings cashed chiefly at \$5.65@6.00; best late, \$5.85.

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week July 5:

| BUTCHER STEERS. | | | |
|------------------|--------------------|-------------|------------------|
| Up to 1,050 lbs. | | | |
| | Week ended July 5. | Prev. week. | Same week, 1933. |
| Toronto | \$ 5.60 | \$ 6.25 | \$ 5.50 |
| Montreal | 5.75 | 5.85 | 5.00 |
| Winnipeg | 5.25 | 5.50 | 5.25 |
| Calgary | 4.65 | 4.60 | 4.50 |
| Edmonton | 4.50 | 4.50 | 4.50 |
| Prince Albert | 4.00 | 4.00 | 3.75 |
| Moose Jaw | 4.00 | 4.75 | 4.25 |
| Saskatoon | 4.75 | 4.50 | 4.25 |

| VEAL CALVES. | | | |
|---------------|--------------------|-------------|------------------|
| | Week ended July 5. | Prev. week. | Same week, 1933. |
| Toronto | \$ 5.50 | \$ 6.00 | \$ 5.50 |
| Montreal | 5.00 | 5.75 | 5.00 |
| Winnipeg | 4.00 | 4.00 | 4.50 |
| Calgary | 4.50 | 4.50 | 4.50 |
| Edmonton | 3.50 | 3.50 | 4.00 |
| Prince Albert | 3.00 | 3.00 | .... |
| Moose Jaw | 3.50 | 4.00 | 3.50 |
| Saskatoon | 3.50 | 4.00 | 4.00 |

| SELECT BACON HOGS. | | | |
|--------------------|--------------------|-------------|------------------|
| | Week ended July 5. | Prev. week. | Same week, 1933. |
| Toronto (1) | \$ 9.65 | \$ 9.75 | \$ 6.65 |
| Montreal | 9.85 | 9.75 | 6.75 |
| Winnipeg | 8.85 | 8.85 | 5.95 |
| Calgary (1) | 8.35 | 8.35 | 5.75 |
| Edmonton | 8.00 | 8.30 | 5.75 |
| Prince Albert | 8.45 | 8.45 | 5.35 |
| Moose Jaw | 8.60 | 8.60 | 5.70 |
| Saskatoon | 8.45 | 8.45 | 5.65 |

| GOOD LAMBS. | | | |
|---------------|--------------------|-------------|------------------|
| | Week ended July 5. | Prev. week. | Same week, 1933. |
| Toronto (1) | \$ 8.75 | \$ 8.50 | \$ 9.00 |
| Montreal | 8.00 | 8.50 | 8.00 |
| Winnipeg | 7.00 | 7.00 | 7.00 |
| Calgary (1) | 6.50 | 6.50 | 6.00 |
| Edmonton | 5.50 | 6.00 | 5.00 |
| Prince Albert | 5.50 | 6.00 | 5.25 |
| Moose Jaw | 6.00 | 7.00 | 4.75 |
| Saskatoon | 5.50 | 6.00 | 4.00 |

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended July 7, 1934:

| At 20 markets: | | | |
|---------------------|---------|---------|---------|
| | Cattle. | Hogs. | Sheep. |
| Week ended July 7 | 247,000 | 359,000 | 198,000 |
| Previous week | 314,000 | 477,000 | 264,000 |
| 1933 | 135,000 | 498,000 | 224,000 |
| 1932 | 125,000 | 387,000 | 290,000 |
| 1931 | 160,000 | 443,000 | 252,000 |
| 1930 | 130,000 | 409,000 | 225,000 |
| Hogs at 11 markets: | | | |
| | Cattle. | Hogs. | Sheep. |
| Week ended July 7 | 247,000 | 359,000 | 198,000 |
| Previous week | 314,000 | 477,000 | 264,000 |
| 1933 | 135,000 | 498,000 | 224,000 |
| 1932 | 125,000 | 387,000 | 290,000 |
| 1931 | 160,000 | 443,000 | 252,000 |
| 1930 | 130,000 | 409,000 | 225,000 |
| At 7 markets: | | | |
| | Cattle. | Hogs. | Sheep. |
| Week ended July 7 | 209,000 | 278,000 | 111,000 |
| Previous week | 259,000 | 374,000 | 166,000 |
| 1933 | 106,000 | 366,000 | 130,000 |
| 1932 | 94,000 | 247,000 | 159,000 |
| 1931 | 132,000 | 347,000 | 178,000 |
| 1930 | 105,000 | 325,000 | 160,000 |
| 1929 | 108,000 | 409,000 | 146,000 |

CORN BELT DIRECT TRADING.

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., July 12, 1934.

Despite moderate hog receipts at 22 concentration points and 7 packing plants in Iowa and Minnesota, prices were 10@15c lower than last week's close, with spots on light weights and plainer grade butchers off as much as 25c; late bulk good to choice 220 to 300 lbs, \$4.10@4.40; long railed consignments, to \$4.45, occasional \$4.50 and above; 310 to 350 lbs., largely \$4.00@4.30; big weights, down to \$3.85; sows, to 210 lbs., mostly \$3.80@4.25; sows, largely \$3.35@3.75, few \$3.80@3.85; extreme weights, \$3.15 down.

Receipts unloaded daily for the week ended July 12 were as follows:

| | This week. | Last week. |
|-----------------|------------|------------|
| Fri., July 6 | 18,800 | 30,300 |
| Sat., July 7 | 26,500 | 21,100 |
| Mon., July 9 | 48,500 | 41,800 |
| Tues., July 10 | 15,000 | 17,700 |
| Wed., July 11 | 16,500 | Holiday |
| Thurs., July 12 | 21,100 | 22,200 |

LIVESTOCK COST AND YIELD.

Kinds of livestock slaughtered, cost and yield in per cent and pounds for May, 1934, with comparisons:

| | May, 1933. | Apr., 1934. | May, 1934. |
|---------------------------------|------------|-------------|------------|
| Average live cost per 100 lbs.: | | | |
| Cattle | \$ 4.63 | \$ 4.83 | \$ 4.92 |
| Calves | 4.74 | 4.92 | 4.79 |
| Swine | 4.26 | 3.74 | 3.45 |
| Sheep and lambs | 5.98 | 8.61 | 8.73 |
| Average yield, per cent: | | | |
| Cattle | 56.34 | 55.59 | 54.97 |
| Calves | 58.74 | 58.06 | 57.80 |
| Swine | 75.76 | 75.01 | 74.96 |
| Sheep and lambs | 48.50 | 46.54 | 47.75 |
| Average live weight, lbs.: | | | |
| Cattle | 958.76 | 939.95 | 922.11 |
| Calves | 164.89 | 164.13 | 172.59 |
| Swine | 231.94 | 224.37 | 221.95 |
| Sheep and lambs | 80.50 | 86.83 | 79.68 |

Sources of supply, per cent:

| Cattle— | | | |
|---------------------------|-------|-------|-------|
| Stockyards | 83.11 | 82.16 | 82.60 |
| Other | 16.89 | 17.84 | 17.40 |
| Calves— | | | |
| Stockyards | 75.80 | 71.89 | 71.90 |
| Other | 24.20 | 28.11 | 28.10 |
| Swine— | | | |
| Stockyards | 56.70 | 59.31 | 59.54 |
| Other | 43.30 | 40.69 | 40.46 |
| Sheep and lambs— | | | |
| Stockyards | 81.33 | 81.76 | 78.71 |
| Other | 18.67 | 18.24 | 21.29 |
| Classification, per cent: | | | |
| Cattle— | | | |
| Steers | 53.65 | 54.95 | 49.53 |
| Bulls and stags | 4.91 | 3.41 | 3.73 |
| Cows and heifers | 41.44 | 41.64 | 46.74 |
| Swine— | | | |
| Sows | 49.63 | 51.14 | 51.41 |
| Barrows | 49.71 | 48.20 | 47.79 |
| Stags and boars | 0.66 | 0.66 | 0.80 |
| Sheep and lambs— | | | |
| Sheep | 4.39 | 3.76 | 7.07 |
| Lambs and yearlings | 95.61 | 96.24 | 92.93 |

KENNETT-MURRAY

LIVE STOCK

BUYING ORGANIZATION

Oldest and Largest ~ Buyers Exclusively

Detroit, Mich. Dayton, Ohio

La Fayette, Ind.

Louisville, Ky. Cincinnati, Ohio

Nashville, Tenn. Omaha, Neb.

Indianapolis, Ind.

Montgomery, Ala. Sioux City, Ia.

RECEIPTS AT CENTERS

SATURDAY, JULY 7, 1934.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|-------|--------|
| Chicago | 2,000 | 8,500 | 5,000 |
| Kansas City | 200 | 100 | 300 |
| Omaha | 1,000 | 2,500 | 1,500 |
| St. Louis | 700 | 3,500 | 100 |
| St. Joseph | 500 | 2,500 | 2,500 |
| Sioux City | 2,000 | 1,000 | 100 |
| St. Paul | 1,200 | 1,000 | 3,000 |
| Fort Worth | 300 | 100 | 100 |
| Denver | 100 | 100 | 10,400 |
| Louisville | 100 | 500 | 900 |
| Wichita | 100 | 500 | 100 |
| Indianapolis | 500 | 2,000 | 100 |
| Pittsburgh | 200 | 600 | 100 |
| Cincinnati | 200 | 500 | 100 |
| Buffalo | 100 | 400 | 100 |
| Nashville | 200 | 500 | 100 |
| Oklahoma City | 200 | 600 | 400 |

MONDAY, JULY 9, 1934.

| | | | |
|---------------|--------|--------|--------|
| Chicago | 22,000 | 28,000 | 15,000 |
| Kansas City | 15,000 | 7,500 | 8,000 |
| Omaha | 16,500 | 13,000 | 7,000 |
| St. Louis | 7,000 | 14,000 | 4,500 |
| St. Joseph | 4,500 | 9,500 | 4,500 |
| Sioux City | 9,500 | 7,000 | 2,500 |
| St. Paul | 11,500 | 4,000 | 7,500 |
| Fort Worth | 2,000 | 500 | 2,000 |
| Milwaukee | 1,700 | 2,000 | 400 |
| Denver | 4,000 | 3,400 | 9,800 |
| Louisville | 200 | 700 | 800 |
| Wichita | 500 | 800 | 400 |
| Indianapolis | 800 | 8,000 | 900 |
| Pittsburgh | 900 | 1,500 | 1,000 |
| Cincinnati | 1,300 | 5,200 | 2,000 |
| Buffalo | 1,700 | 3,600 | 2,800 |
| Cleveland | 800 | 900 | 1,500 |
| Nashville | 300 | 500 | 600 |
| Oklahoma City | 1,300 | 1,000 | 500 |

TUESDAY, JULY 10, 1934.

| | | | |
|---------------|--------|--------|--------|
| Chicago | 17,000 | 23,000 | 9,000 |
| Kansas City | 6,000 | 5,500 | 5,000 |
| Omaha | 12,000 | 12,000 | 7,000 |
| St. Louis | 6,000 | 9,000 | 3,500 |
| St. Joseph | 3,700 | 8,000 | 3,300 |
| Sioux City | 3,500 | 9,000 | 500 |
| St. Paul | 3,500 | 6,500 | 700 |
| Fort Worth | 2,500 | 7,000 | 2,500 |
| Milwaukee | 1,200 | 2,000 | 300 |
| Denver | 600 | 1,000 | 12,900 |
| Louisville | 300 | 500 | 600 |
| Wichita | 400 | 900 | 800 |
| Indianapolis | 1,500 | 5,000 | 1,000 |
| Pittsburgh | 300 | 300 | 300 |
| Cincinnati | 500 | 2,400 | 6,000 |
| Buffalo | 500 | 1,000 | 300 |
| Cleveland | 300 | 300 | 500 |
| Nashville | 100 | 500 | 800 |
| Oklahoma City | 1,000 | 800 | 400 |

WEDNESDAY, JULY 11, 1934.

| | | | |
|---------------|--------|--------|-------|
| Chicago | 17,000 | 23,000 | 7,000 |
| Kansas City | 2,500 | 5,000 | 4,500 |
| Omaha | 5,000 | 11,500 | 6,500 |
| St. Louis | 5,000 | 7,000 | 3,000 |
| St. Joseph | 3,500 | 6,000 | 3,500 |
| Sioux City | 2,500 | 8,000 | 1,000 |
| St. Paul | 3,500 | 7,500 | 3,500 |
| Fort Worth | 3,000 | 500 | 2,000 |
| Milwaukee | 600 | 1,500 | 300 |
| Denver | 400 | 900 | 6,000 |
| Louisville | 300 | 500 | 700 |
| Wichita | 400 | 800 | 200 |
| Indianapolis | 1,000 | 6,000 | 1,000 |
| Pittsburgh | 100 | 500 | 1,000 |
| Cincinnati | 800 | 3,600 | 2,500 |
| Buffalo | 200 | 1,400 | 600 |
| Cleveland | 200 | 300 | 500 |
| Nashville | 100 | 500 | 900 |
| Oklahoma City | 1,500 | 1,000 | 500 |

THURSDAY, JULY 12, 1934.

| | | | |
|---------------|-------|--------|--------|
| Chicago | 9,000 | 20,000 | 10,000 |
| Kansas City | 3,000 | 4,000 | 3,500 |
| Omaha | 8,000 | 8,500 | 5,500 |
| St. Louis | 3,800 | 7,000 | 2,500 |
| St. Joseph | 1,800 | 6,500 | 3,500 |
| Sioux City | 5,000 | 7,000 | 2,500 |
| St. Paul | 5,300 | 4,000 | 800 |
| Fort Worth | 2,500 | 500 | 2,500 |
| Milwaukee | 800 | 1,200 | 300 |
| Denver | 400 | 800 | 6,800 |
| Louisville | 200 | 500 | 1,000 |
| Wichita | 300 | 500 | 900 |
| Indianapolis | 600 | 5,000 | 500 |
| Pittsburgh | 100 | 1,000 | 1,000 |
| Cincinnati | 600 | 3,000 | 2,000 |
| Buffalo | 100 | 1,300 | 200 |
| Cleveland | 300 | 400 | 500 |
| Nashville | 300 | 300 | 500 |
| Oklahoma City | 2,500 | 1,000 | 500 |

FRIDAY, JULY 13, 1934.

| | | | |
|---------------|-------|--------|-------|
| Chicago | 4,500 | 13,000 | 7,000 |
| Kansas City | 200 | 2,500 | 3,000 |
| Omaha | 5,000 | 8,500 | 4,000 |
| St. Louis | 3,500 | 7,000 | 1,800 |
| St. Joseph | 2,400 | 7,500 | 3,500 |
| Sioux City | 1,000 | 8,000 | 1,000 |
| St. Paul | 7,700 | 7,000 | 1,500 |
| Fort Worth | 2,800 | 700 | 1,500 |
| Denver | 300 | 900 | 7,800 |
| Louisville | 200 | 1,000 | 2,500 |
| Wichita | 300 | 1,400 | 100 |
| Indianapolis | 400 | 7,000 | 300 |
| Pittsburgh | 100 | 800 | 1,300 |
| Cincinnati | 700 | 3,400 | 1,800 |
| Buffalo | 400 | 1,700 | 1,200 |
| Nashville | 400 | 300 | 1,000 |
| Oklahoma City | 1,000 | 1,800 | 300 |

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets, Thursday, July 5, 1934, as reported by the U. S. Bureau of Agricultural Economics:

| Hogs (Soft or city hogs excluded): | CHICAGO. | E. ST. LOUIS. | OMAHA. | KANS. CITY. | ST. PAUL. |
|------------------------------------|---------------|---------------|---------------|---------------|--------------|
| Li. lt. (140-160 lbs.) gd.-ch. | \$ 3.40@ 4.25 | \$3.40@ 4.20 | \$3.00@ 3.60 | \$3.10@ 4.10 | \$2.75@ 3.85 |
| Li. wt. (160-180 lbs.) gd.-ch. | 4.00@ 4.50 | 4.00@ 4.65 | 3.35@ 4.10 | 3.50@ 4.40 | 3.65@ 4.35 |
| (180-200 lbs.) gd.-ch. | 4.35@ 4.75 | 4.50@ 4.75 | 3.70@ 4.40 | 4.10@ 4.50 | 4.15@ 4.40 |
| Med. wt. (200-220 lbs.) gd.-ch. | 4.60@ 4.80 | 4.70@ 4.80 | 4.10@ 4.45 | 4.30@ 4.50 | 4.20@ 4.40 |
| (220-250 lbs.) gd.-ch. | 4.70@ 4.95 | 4.75@ 4.80 | 4.25@ 4.45 | 4.35@ 4.50 | 4.25@ 4.40 |
| Hvy. wt. (250-350 lbs.) gd.-ch. | 4.80@ 4.90 | 4.70@ 4.80 | 4.20@ 4.45 | 4.35@ 4.50 | 4.20@ 4.40 |
| (350-425 lbs.) good | 4.75@ 4.90 | 4.60@ 4.75 | 3.90@ 4.35 | 4.30@ 4.45 | 4.10@ 4.35 |
| Pkg. sows (275-350 lbs.) good | 4.05@ 4.25 | 3.85@ 4.00 | 3.75@ 3.85 | 3.70@ 3.85 | 3.70@ 3.80 |
| (350-425 lbs.) good | 3.90@ 4.15 | 3.80@ 3.90 | 3.70@ 3.80 | 3.60@ 3.75 | 3.60@ 3.75 |
| (425-550 lbs.) good | 3.80@ 4.00 | 3.75@ 3.85 | 3.50@ 3.75 | 3.40@ 3.65 | 3.50@ 3.70 |
| (275-550 lbs.) medium | 3.50@ 4.00 | 3.70@ 3.80 | 2.85@ 3.70 | 3.00@ 3.90 | 2.75@ 3.75 |
| Sitr. pigs (100-150 lbs.) gd.-ch. | 2.50@ 3.40 | 3.00@ 3.35 | 2.50@ 3.00 | 2.90@ 3.00 | 2.25@ 2.90 |
| Av. cost & wt. Wed. (pigs excl.) | 4.47-250 lbs. | 4.47-228 lbs. | 3.84-254 lbs. | 4.07-230 lbs. | ..... |

Sitr. Cattle, Calves & Vealers:

| STEERS (550-900 LBS.): | Choice | Good | Medium | Common |
|------------------------|------------|------------|------------|------------|
| Choice | 6.50@ 8.25 | 6.50@ 8.00 | 6.25@ 8.00 | 6.25@ 7.85 |
| Good | 5.75@ 7.50 | 5.75@ 7.50 | 5.25@ 7.00 | 5.50@ 7.25 |
| Medium | 4.25@ 6.00 | 4.25@ 6.25 | 4.00@ 5.50 | 4.00@ 5.85 |
| Common | 2.75@ 4.50 | 3.25@ 4.25 | 2.50@ 4.25 | 2.50@ 4.25 |

STEERS (900-1100 LBS.):

| | | | | |
|--------|------------|------------|------------|------------|
| Choice | 7.50@ 9.25 | 7.50@ 8.75 | 7.25@ 9.00 | 7.25@ 8.85 |
| Good | 6.00@ 8.25 | 6.00@ 8.50 | 5.75@ 8.00 | 5.85@ 7.50 |
| Medium | 4.50@ 6.25 | 4.25@ 6.25 | 4.25@ 6.00 | 4.25@ 6.00 |
| Common | 2.75@ 5.00 | 3.25@ 4.25 | 2.75@ 4.50 | 2.75@ 4.50 |

STEERS (1100-1300 LBS.):

| | | | | |
|--------|-------------|------------|------------|------------|
| Choice | 8.25@ 10.25 | 8.50@ 9.35 | 8.00@ 9.65 | 8.00@ 9.65 |
| Good | 6.25@ 9.25 | 6.50@ 8.75 | 6.00@ 8.75 | 6.00@ 8.75 |
| Medium | 5.00@ 7.25 | 5.00@ 7.50 | 4.75@ 7.00 | 4.75@ 7.00 |

STEERS (1300-1500 LBS.):

| | | | | |
|--------|-------------|------------|------------|------------|
| Choice | 9.25@ 10.25 | 8.75@ 9.35 | 8.50@ 9.65 | 8.50@ 9.65 |
| Good | 7.25@ 9.25 | 7.50@ 8.75 | 7.00@ 8.75 | 7.00@ 8.75 |

HEIFERS (550-750 LBS.):

| | | | | |
|----------|------------|------------|------------|------------|
| Choice | 6.00@ 7.25 | 6.50@ 7.00 | 5.75@ 6.75 | 5.85@ 6.65 |
| Good | 5.25@ 6.25 | 5.50@ 6.50 | 4.75@ 5.75 | 5.00@ 5.85 |
| Com-med. | 2.25@ 3.50 | 2.50@ 3.50 | 2.25@ 3.00 | 2.25@ 3.45 |

HEIFERS (750-900 LBS.):

| | | | | |
|----------|------------|-------|------------|------------|
| Gd.-ch. | 5.50@ 7.35 | ..... | 5.25@ 7.00 | 5.25@ 7.00 |
| Com-med. | 2.50@ 3.50 | ..... | 2.25@ 3.25 | 2.25@ 3.25 |

COWS:

| | | | | |
|-------------|------------|------------|------------|------------|
| Good | 3.50@ 5.00 | 3.25@ 3.75 | 3.00@ 4.00 | 3.00@ 4.00 |
| Com-med. | 2.35@ 3.50 | 2.00@ 3.25 | 2.00@ 3.00 | 2.00@ 3.00 |
| Low-cut-cut | 1.25@ 2.35 | 1.00@ 2.00 | 1.25@ 2.00 | 1.00@ 2.15 |

BULLS (YRLS. EX. BEEF):

| | | | | |
|----------|------------|------------|------------|------------|
| Good | 3.25@ 4.00 | 3.25@ 3.75 | 3.00@ 3.75 | 3.00@ 3.75 |
| Cut-med. | 2.25@ 3.65 | 2.00@ 3.25 | 2.00@ 3.10 | 2.00@ 3.10 |

VEALERS:

| | | | | |
|----------|------------|------------|------------|------------|
| Gd.-ch. | 4.50@ 6.25 | 4.00@ 5.00 | 4.00@ 5.00 | 3.50@ 4.50 |
| Medium | 3.50@ 4.50 | 2.75@ 4.00 | 2.50@ 4.00 | 2.50@ 3.50 |
| Cul-com. | 2.50@ 3.50 | 1.50@ 2.75 | 1.50@ 2.50 | 1.50@ 2.50 |

CALVES (250-500 LBS.):

| | | | | |
|----------|------------|------------|------------|------------|
| Gd.-ch. | 4.00@ 6.25 | 4.50@ 6.00 | 3.50@ 6.00 | 3.50@ 6.00 |
| Com-med. | 2.50@ 4.00 | 2.50@ 4.50 | 1.75@ 3.50 | 1.75@ 3.50 |

Sitr. Sheep & Lambs:

| LAMBS: | (90 lbs. down) gd.-ch.* | Com-med. |
|-------------------------|-------------------------|------------|
| (90 lbs. down) gd.-ch.* | 7.25@ 8.00 | 7.00@ 7.75 |
| Com-med. | 3.50@ 7.25 | 5.00@ 7.00 |

YEARLING WETHERS:

| | | | | |
|-----------------------|------------|------------|------------|------------|
| (90-110 lbs.) Gd.-ch. | 5.65@ 6.25 | 6.00@ 6.75 | 5.25@ 5.85 | 5.00@ 5.50 |
| Medium | 5.25@ 5.75 | 5.25@ 6.00 | 4.50@ 5.25 | 4.00@ 5.00 |

EWES:

| | | | | |
|------------------------|------------|------------|------------|------------|
| (90-120 lbs.) gd.-ch. | 2.15@ 2.75 | 2.00@ 2.25 | 1.75@ 2.50 | 1.75@ 2.25 |
| (120-150 lbs.) gd.-ch. | 1.75@ 2.60 | 1.00@ 2.00 | 1.25@ 2.25 | 1.50@ 2.00 |
| (All weights) com-med. | 1.25@ 2.25 | .50@ 1.75 | .50@ 1.75 | 1.00@ 1.75 |

*Quotations based on ewes and wethers.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended July 7, 1934.

| CATTLE. | Week ended July 7. | Prev. week, 1933. | Cor. |
|------------------------|--------------------|-------------------|--------|
| Chicago | 37,578 | 49,450 | 14,063 |
| Kansas City | 45,384 | 46,884 | 17,421 |
| Omaha | 17,024 | 34,579 | 12,801 |
| East St. Louis | 13,555 | 17,813 | 12,290 |
| St. Joseph | 12,032 | 14,364 | 6,416 |
| Sioux City | 11,390 | 16,121 | 5,573 |
| Wichita | 2,246 | 2,378 | 1,962 |
| Fort Worth | 1,305 | 1,649 | 1,404 |
| Philadelphia | 1,458 | 1,764 | 1,421 |
| Indianapolis | 6,198 | 7,725 | 8,727 |
| New York & Jersey City | 4,653 | 7,848 | 3,554 |
| Oklahoma City | 8,268 | 4,068 | 2,495 |
| Cincinnati | 2,878 | 3,916 | 1,113 |
| Denver | 10,883 | 18,941 | 7,647 |
| St. Paul | 4,993 | 4,703 | 2,190 |
| Milwaukee | ..... | ..... | ..... |
| Total | 174,855 | 242,233 | 90,005 |

HOGS.

| | | | |
|------------------------|---------|---------|---------|
| Chicago | 93,985 | 110,619 | 138,557 |
| Kansas City | 19,285 | 28,378 | 31,583 |
| Omaha | 32,081 | 48,560 | 51,905 |
| East St. Louis | 23,268 | 32,732 | 40,188 |
| St. Joseph | 28,739 | 33,944 | 23,821 |
| Sioux City | 20,263 | 37,440 | 35,558 |
| Wichita | 6,533 | 5,104 | 12,822 |
| Philadelphia | 11,487 | 14,738 | 14,845 |
| Indianapolis | 14,922 | 18,747 | 20,806 |
| New York & Jersey City | 25,230 | 30,258 | 32,251 |
| Oklahoma City | 6,315 | 11,187 | 10,898 |
| Cincinnati | 8,937 | 13,548 | 15,006 |
| Total | 517,855 | 642,233 | 700,005 |

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended July 7, 1934:

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------|---------|---------|--------|--------|
| Jersey City | 3,529 | 7,213 | 2,498 | 23,730 |
| Central Union | 1,196 | 1,425 | ..... | 8,947 |
| New York | 196 | 2,564 | 10,814 | 4,893 |
| Total | 4,923 | 11,202 | 13,312 | 37,068 |
| Previous week | 6,116 | 14,479 | 12,484 | |

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, July 14, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|---|---------|--------|--------|
| Armour and Co. | 3,769 | 3,404 | 2,473 |
| Swift & Co. | 3,858 | 3,042 | 5,388 |
| Morris & Co. | 2,581 | 760 | 1,494 |
| Wilson & Co. | 3,067 | ..... | 3,236 |
| Anglo-Amer. Prov. Co. | 649 | ..... | ..... |
| G. H. Hammond Co. | 11,180 | 9,006 | 3,749 |
| Others | 20,637 | 27,175 | 1,175 |
| Brennan Pkg. Co., 4,676 hogs; Boyd, Lanham & Co., 6,744 hogs; Hygrade Food Products Corp., 3,080 hogs; Agar Pkg. Co., 3,326 hogs. | | | |
| Total: *47,147 cattle; *19,438 calves; 61,201 hogs; 17,515 sheep. | | | |

Not including 1,611 cattle, 3,422 calves, 38,575 hogs and 22,595 sheep bought direct.

*Not including cattle and calves bought for Federal Surplus Relief Corporation.

KANSAS CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------------|---------|---------|--------|--------|
| Armour and Co. | 5,735 | 3,927 | 5,615 | 2,803 |
| Cudahy Pkg. Co. | 4,233 | 2,155 | 1,846 | 2,661 |
| Morris & Co. | 1,941 | 970 | ..... | 1,406 |
| Swift & Co. | 6,116 | 3,377 | 6,232 | 3,619 |
| Wilson & Co. | 5,203 | 2,431 | 2,925 | 2,066 |
| Independent Pkg. Co. .... | ..... | ..... | 306 | ..... |
| Others | 6,690 | 607 | 2,359 | 200 |
| Total | 29,827 | 13,557 | 19,285 | 12,845 |

OMAHA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--|---------|---------|-------|--------|
| Armour and Co. | 5,562 | 8,460 | 2,964 | ..... |
| Cudahy Pkg. Co. | 5,191 | 6,670 | 3,125 | ..... |
| Dold Pkg. Co. | 1,314 | 5,482 | ..... | ..... |
| Morris & Co. | 2,066 | 1,124 | 933 | ..... |
| Swift & Co. | 5,732 | 6,380 | 3,543 | ..... |
| Others ..... | ..... | 19,197 | ..... | ..... |
| Eagle Pkg. Co., 27 cattle; Geo. Hoffman Pkg. Co., 32 cattle; Grt. Omaha Pkg. Co., 32 cattle; Omaha Pkg. Co., 64 cattle; J. Roth & Sons, 44 cattle; So. Omaha Pkg. Co., 61 cattle; Lincoln Pkg. Co., 311 cattle; Nagle Pkg. Co., 23 cattle; Sinclair Pkg. Co., 55 cattle; Wilson & Co., 1,103 cattle. | | | | |
| Total: 20,603 cattle and calves; 47,313 hogs; 10,565 sheep. | | | | |

EAST ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--|---------|---------|--------|--------|
| Armour and Co. | 1,951 | 1,891 | 3,359 | 6,136 |
| Swift & Co. | 2,717 | 3,349 | 3,155 | ..... |
| Morris & Co. | 959 | 176 | 616 | ..... |
| Hunter Pkg. Co. | 682 | ..... | 1,537 | 423 |
| Hell Pkg. Co. .... | ..... | ..... | 1,318 | ..... |
| Krey Pkg. Co. .... | ..... | ..... | 2,529 | ..... |
| Laclede Pkg. Co. | 147 | 20 | 405 | ..... |
| Shippers | 4,048 | 2,892 | 15,444 | 2,650 |
| Others | 1,759 | 316 | 9,732 | 400 |
| Total | 12,263 | 8,232 | 39,712 | 15,548 |
| Not including 3,945 cattle, 3,076 calves, 17,515 hogs and 3,114 sheep bought direct. | | | | |

ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|---------|---------|-------|--------|
| Sleoff Pkg. Co. | 6 | 43 | 838 | ..... |
| Krey Pkg. Co. .... | ..... | ..... | 344 | ..... |
| Laclede Pkg. Co. | 31 | ..... | 302 | ..... |
| Sokolik Pkg. Co. | 221 | 103 | ..... | 45 |
| Staats Pkg. Co. | 10 | 4 | ..... | ..... |
| Shippers | 96 | 913 | 1,620 | ..... |
| Others | 234 | 80 | 259 | 101 |
| Total | 502 | 335 | 2,656 | 1,766 |

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|--------|--------|
| Swift & Co. | 4,990 | 1,443 | 15,545 | 11,717 |
| Armour and Co. | 4,175 | 1,126 | 13,088 | 5,586 |
| Others | 1,241 | 175 | 661 | 243 |
| Total | 10,376 | 2,744 | 29,294 | 17,546 |

SIoux CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 2,893 | 307 | 7,204 | 177 |
| Armour and Co. | 2,890 | 1,289 | 7,392 | 460 |
| Swift & Co. | 2,742 | 749 | 4,964 | 1,087 |
| Shippers | 1,508 | 1 | 7,027 | ..... |
| Others | 164 | 15 | ..... | ..... |
| Total | 10,167 | 2,361 | 26,587 | 1,724 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|-------|--------|
| Armour and Co. | 1,870 | 488 | 1,697 | 470 |
| Wilson & Co. | 1,422 | 574 | 1,684 | 687 |
| Others | 173 | 10 | 411 | ..... |
| Total | 3,878 | 1,239 | 3,796 | 1,137 |

Including 413 cattle and 158 calves for government account.

Not including 107 cattle and 2,519 hogs bought direct.

DENVER.

| | Cattle. | Calves. | Hogs. | Sheep. |
|---------------------|---------|---------|-------|--------|
| Armour and Co. | 723 | 90 | 1,441 | 21,180 |
| Swift & Co. | 673 | 102 | 1,744 | 15,838 |
| Others | 1,311 | 184 | 1,692 | 12,118 |
| Total | 2,624 | 402 | 4,877 | 49,136 |

Including 117 cattle and 17 calves for government account.

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------------|---------|---------|-------|--------|
| Cudahy Pkg. Co. | 1,030 | 564 | 1,583 | 902 |
| Dold Pkg. Co. | 340 | 12 | 1,118 | ..... |
| Wichita D. B. Co. | 22 | ..... | ..... | ..... |
| Dunn-Ostertag Co. | 78 | ..... | ..... | ..... |
| Fred W. Dold & Sons | 62 | ..... | 302 | ..... |
| Sundflower Pkg. Co. | 103 | ..... | 97 | ..... |
| Total | 1,635 | 576 | 3,100 | 902 |

Not including 35 cattle and 3,233 hogs bought direct.

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|--------|--------|
| Armour and Co. | 2,279 | 2,974 | 6,095 | 1,909 |
| Cudahy Pkg. Co. | 410 | 1,263 | ..... | ..... |
| Swift & Co. | 3,277 | 4,164 | 10,202 | 4,006 |
| United Pkg. Co. | 1,614 | 80 | ..... | ..... |
| Others | 928 | 87 | 3,872 | ..... |
| Total | 11,811 | 8,579 | 20,760 | 5,917 |

Including 3,303 cattle and 2,509 calves for government account.

MILWAUKEE.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------------|---------|---------|-------|--------|
| Plankinton Pkg. Co., 1,612 | 3,674 | 5,480 | 501 | ..... |
| U.D.B. Co., N.Y. | 52 | ..... | ..... | ..... |
| R. Gunz & Co. | 40 | 2 | 35 | 19 |
| Armour & Co., Min. | 129 | 1,517 | ..... | ..... |
| Armour & Co., Chi. | 535 | ..... | ..... | ..... |
| N.Y.B.D.M. Co., N.Y. | 19 | ..... | ..... | ..... |
| Shippers | 256 | 18 | 47 | 22 |
| Others | 632 | 490 | 2 | 244 |
| Total | 5,640 | 8,857 | 5,564 | 786 |

Including 2,356 cattle and 847 calves for government account.

INDIANAPOLIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------------|---------|---------|--------|--------|
| Kingan & Co. | 1,208 | 525 | 10,110 | 2,009 |
| Armour and Co. | 637 | 383 | 1,210 | ..... |
| Hilgemeler Bros. | 10 | ..... | 870 | ..... |
| Brown Bros. | 146 | 32 | 101 | ..... |
| Stumpf Bros. .... | ..... | ..... | 44 | ..... |
| Meier Pkg. Co. | 34 | 3 | 193 | ..... |
| Indiana Prov. Co. | 38 | 8 | 136 | ..... |
| Schussler Pkg. Co. | 17 | 13 | 243 | ..... |
| Maas Hartman | 35 | 9 | ..... | ..... |
| Art Wabnitz | 12 | 24 | ..... | 25 |
| Shippers | 2,187 | 1,454 | 15,088 | 1,978 |
| Others | 601 | 135 | 108 | 132 |
| Total | 4,955 | 2,906 | 28,103 | 4,144 |

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-------------------------------|---------|---------|--------|--------|
| S. W. Gall's Son. .... | ..... | 6 | ..... | 244 |
| Ideas Pkg. Co. .... | ..... | 12 | 403 | ..... |
| E. Kahn's Sons Co. | 1,043 | 422 | 3,919 | 2,073 |
| Kroger G. & B. Co. | 151 | 60 | 434 | ..... |
| J. Lohrey Pkg. Co. | 3 | ..... | 229 | ..... |
| H. H. Meyer Pkg. Co. | 24 | ..... | 2,328 | ..... |
| A. Sander Pkg. Co. | 10 | ..... | ..... | ..... |
| J. Schlachter's Son. | 207 | ..... | 128 | ..... |
| J. & P. Schroth Pkg. Co. | 16 | ..... | 1,847 | ..... |
| J. P. Stegner & Co. | 291 | 230 | ..... | 36 |
| Shippers | 67 | 846 | 2,019 | 7,387 |
| Others | 1,172 | 514 | 269 | 360 |
| Total | 2,996 | 2,261 | 11,445 | 10,237 |

Not including 750 cattle, 175 calves, 602 hogs and 62 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended July 7, 1934, with comparisons:

CATTLE.

| | Week ended, July 7. | Prev. week, 1933. | Cor. |
|----------------------|---------------------|-------------------|--------|
| Chicago | 47,147 | 59,803 | 14,063 |
| Kansas City | 29,827 | 33,016 | 17,421 |
| Omaha | 20,603 | 30,846 | 14,765 |
| East St. Louis | 12,263 | 18,539 | 8,616 |
| St. Louis | 502 | 661 | 327 |
| St. Joseph | 10,376 | 11,978 | 5,658 |
| Sioux City | 10,167 | 15,520 | 7,324 |
| Oklahoma City | 3,878 | 5,305 | 7,376 |
| Wichita | 1,635 | 1,688 | 1,459 |
| Denver | 2,624 | 3,670 | 1,860 |
| St. Paul | 11,811 | 20,107 | 8,349 |
| Milwaukee | 5,640 | 5,537 | 2,348 |
| Indianapolis | 4,955 | 4,284 | 4,035 |
| Cincinnati | 2,996 | 3,290 | 2,392 |
| Total | 164,424 | 211,263 | 90,963 |

HOGS.

| | Week ended, July 7. | Prev. week, 1933. | Cor. |
|----------------------|---------------------|-------------------|---------|
| Chicago | 61,201 | 58,500 | 61,305 |
| Kansas City | 19,285 | 23,368 | 31,583 |
| Omaha | 47,313 | 64,064 | 61,210 |
| East St. Louis | 38,712 | 47,979 | 40,188 |
| St. Louis | 2,656 | 2,645 | 4,129 |
| St. Joseph | 20,294 | 34,780 | 24,045 |
| Sioux City | 28,587 | 47,979 | 38,969 |
| Oklahoma City | 3,796 | 8,847 | 11,187 |
| Wichita | 3,100 | 2,596 | 12,822 |
| Denver | 4,877 | 9,405 | 8,862 |
| St. Paul | 20,769 | 27,745 | 26,076 |
| Milwaukee | 5,564 | 5,130 | 8,049 |
| Indianapolis | 28,103 | 36,545 | 40,797 |
| Cincinnati | 11,445 | 15,178 | 22,538 |
| Total | 302,702 | 381,064 | 386,763 |

SHEEP.

| | Week ended, July 7. | Prev. week, 1933. | Cor. |
|-------------------|---------------------|-------------------|--------|
| Chicago | 17,515 | 35,635 | 38,174 |
| Kansas City | 12,845 | 23,379 | 18,332 |
| Omaha | 10,565 | 15,726 | 13,411 |

| | | | |
|----------------------|---------|---------|---------|
| East St. Louis | 15,548 | 4,754 | 14,326 |
| St. Louis | 1,768 | 2,177 | 912 |
| St. Joseph | 17,546 | 17,900 | 13,475 |
| Sioux City | 1,724 | 4,754 | 5,832 |
| Oklahoma City | 1,137 | 2,324 | 2,547 |
| Wichita | 902 | 1,272 | 2,251 |
| Denver | 49,136 | 58,071 | 34,015 |
| St. Paul | 5,917 | 4,616 | 3,944 |
| Milwaukee | 786 | 1,297 | 921 |
| Indianapolis | 4,144 | 6,510 | 7,651 |
| Cincinnati | 10,237 | 15,091 | 25,792 |
| Total | 149,858 | 193,506 | 181,583 |

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|----------|---------|---------|--------|
| Mon., July 2 | 24,470 | 7,401 | 32,466 | 11,843 |
| Tues., July 3 | 10,436 | 6,486 | 22,400 | 6,399 |
| Wed., July 4 | Holiday. | ..... | ..... | ..... |
| Thurs., July 5 | 11,051 | 3,356 | 21,122 | 10,818 |
| Fri., July 6 | 4,268 | 2,067 | 14,400 | 6,739 |
| Sat., July 7 | 2,000 | 1,000 | 8,500 | 5,000 |
| Total this week | 52,225 | 21,410 | 99,023 | 40,799 |
| Previous week | 65,250 | 23,383 | 122,494 | 50,627 |
| Year ago | 34,259 | 6,357 | 129,596 | 41,115 |
| Two years ago | 26,707 | 4,978 | 81,905 | 31,407 |

SHIPMENTS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|----------|---------|--------|--------|
| Mon., July 2 | 3,743 | 69 | 2,381 | 583 |
| Tues., July 3 | 4,176 | 71 | 2,812 | 691 |
| Wed., July 4 | Holiday. | ..... | ..... | ..... |
| Thurs., July 5 | 2,049 | 60 | 1,315 | 530 |
| Fri., July 6 | 944 | 183 | 2,393 | 1,995 |
| Sat., July 7 | 100 | 100 | 500 | 100 |
| Total this week | 10,992 | 483 | 9,401 | 3,840 |
| Previous week | 12,943 | 246 | 9,331 | 4,000 |
| Year ago | 12,811 | 201 | 12,221 | 306 |
| Two years ago | 7,357 | 235 | 12,895 | 2,857 |

Total receipts for month and year to July 7 with comparisons:

| | July 1934. | 1933. | Year 1934. | 1933. |
|--------------|------------|---------|------------|-----------|
| Cattle | 52,225 | 35,174 | 1,216,420 | 952,964 |
| Calves | 21,410 | 6,452 | 324,069 | 235,002 |
| Hogs | 99,023 | 133,679 | 3,628,730 | 3,556,903 |
| Sheep | 40,799 | 38,771 | 1,409,708 | 1,804,537 |

WEEKLY AVERAGE PRICE OF LIVESTOCK.

| | Cattle. | Hogs. | Sheep. | Lambs. |
|---------------------|---------|---------|---------|---------|
| Week ending July 7. | \$ 7.40 | \$ 4.55 | \$ 1.50 | \$ 7.75 |
| Previous week | 7.50 | 4.70 | 1.50 | 8.25 |
| 1933 | 5.65 | 4.45 | 2.15 | 7.75 |
| 1932 | 7.80 | 4.90 | 1.50 | 6.40 |
| 1931 | 7.50 | 6.35 | 2.15 | 7.75 |
| 1930 | 10.15 | 8.95 | 2.60 | 10.15 |
| 1929 | 14.70 | 11.00 | 5.85 | 14.70 |

DROUGHT AFFECTS HOG RUNS.

Effects of drought were evident in the hog runs at seven of the principal Western markets during June, where average weights were from 3 to 23 lbs. lower than those of a year earlier. The averages for June, compared with those of May and June a year ago at these markets, were as follows:

| | June, 1934. | May, 1934. | June, 1933. |
|-------------------|----------------|---------------|----------------|
| Chicago | 238 | 231 | 253 |
| Omaha | 243 | 243 | 269 |
| Kansas City | 209 | 206 | 212 |
| St. Louis | 209 | 204 | 214 |
| St. Paul | 233 | 222 | 242 |
| St. Joe | 219 | 225 | 235 |
| Sioux City | 247 | 241 | 264 |

The increasing percentage of packing sows accounted in some measure for the heavier weights of hogs in June over those received in May.

JUNE BUFFALO LIVESTOCK.

Receipts and disposition of livestock, Buffalo, N. Y., for June, 1934, are furnished by the Buffalo Stock Yards Co. as follows:

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|---------|---------|--------|--------|
| Receipts | 13,789 | 23,473 | 38,196 | 40,883 |
| Shipments | 6,456 | 17,734 | 18,851 | 29,641 |
| Local slaughter | 7,103 | 6,216 | 21,554 | 11,639 |

MEAT EDUCATION WORK.

(Continued from page 14.)

have run black-and-white advertising campaigns on behalf of meat. And extensive publicity and meat advertising is conducted by all newspapers co-operating with the board in the conduct of its cooking schools held in 73 cities throughout the United States this year.

Radios talks to housewives regarding meat increased from an average of 201 in the years 1923-1928 to 1,364 in 1931-1932 and 5,163 in 1933-1934. In addition, the extensive activities of the board in spreading the story of meat by means of printed material, meat cutting schools and demonstrations, and in many other ways have been broadened and extended during the year.

At the same time the nutrition and research work conducted in cooperation with the U. S. Department of Agriculture and many universities throughout the country was continued, in order that the basis might be laid for all claims made for meat before the dissemination of the information is begun.

First-hand Information on Meat Diets.

One interesting phase of the board's meat promotion work has to do with the use of meat in a reducing diet. Personal pride and medical advice are demanding that everybody avoid overweight if both good appearance and good health are to be attained or maintained. Seizing this opportunity, the board has pointed out how meat plays an important part in a reducing diet, lean meat furnishing the bulk of the necessary proteins in such a diet.

During the course of the annual meeting of the board a reducing diet luncheon was served the members. On the second day of the meeting meats such as have been demonstrated in the 73 cooking schools conducted throughout the country during the year were served in the type of a luncheon not designed for reducing but rather to show the many ways meat can be appetizingly served. In conjunction with this were tea biscuits made with lard,

potatoes French fried in lard, and, for dessert, cakes pleasing to the taste and appealing to the eye, in which the only shortening used was lard.

In this way the board membership was given first hand information of facts that have been gathered regarding the use of meat and lard and something of some of their methods of presentation to the public.

Packer Beef Grading.

Packer beef grading was one of the subjects of report by the board, based on weekly reports of packer grading and branding of beef by four large packers. This is in addition to the co-operative beef grading work conducted under the supervision of the U. S. Bureau of Agricultural Economics.

These four packers, Armour and Company, Cudahy Packing Company, Swift & Company and Wilson & Co., graded and branded during 1933, 830,597,900 lbs. of beef, an increase of more than 169,000,000 lbs. over 1932. Reports for the first four months of 1934 show an increase over the amount branded in the like period of 1933.

Branding service is being conducted by these packers in 16 cities and the number of grades branded has been increased from two to four since the beginning of the service. The Armour brands are Star, Quality, Banquet and Climax; Morris brands are Supreme, Extra, Favorite and Monarch; Cudahy includes Puritan, Fancy and Cudahy; Swift brands are Premium, Select, Swift's; and the Wilson brands are Certified, Special and Wilson.

It is estimated by the board that other packers who have established this service graded and branded approximately 200,000,000 lbs. in 1933, making a total of more than 1,000,000,000 lbs. of beef graded and branded by all packers.

Commends Work for Meat.

Commenting on the work of the board during the year, Chairman Charles D. Carey, Wyoming livestock producer, said that the reports of the work done during the year "have shown in a convincing way the marked progress which has been made in every phase of the program to further the interests of the entire livestock and meat industry." Plans worked out at the annual meeting, Mr. Carey said, provide for "a continued acceleration of the program along all fronts."

Mr. Carey was re-elected chairman of the board, Thomas E. Wilson, president of Wilson & Co., Chicago, vice-chairman; Everett C. Brown, Chicago, treasurer; and R. C. Pollock, secretary and general manager.

Mr. Wilson, with T. G. Lee, president of Armour and Company, represent the Institute of American Meat Packers and through it the meat packing industry, on the board. Retail meat dealers are represented by George A. Steindl, of the National Association of Retail Meat Dealers, Chicago, Ill., and food stores by H. C. Petersen of St. Paul, Minn., representing the National Association of Retail Grocers. Other members of the board are livestock growers and feeders and representatives of marketing agencies.

Centering in the board, therefore, for the purpose of promoting meat are the four branches of the meat industry of

the nation—the producers, the markets, the packers and the retailers.

N. Y. HIDE FUTURE PRICES.

Saturday, July 7, 1934—No session.

Monday, July 9, 1934—Old Contracts—Close: Sept. 7.20@7.65; Dec. 7.65@7.90; Mar. 7.75n; sales none. Closing unchanged to 10 higher.

Standard—Close: Sept. 8.20@8.30; Dec. 8.40@8.55; Mar. 8.60@8.76; June 8.85@9.00; sales 22 lots. Closing unchanged to 5 lower.

Tuesday, July 10, 1934 — Old Contracts—Close: Sept. 7.35b; Dec. 7.65@7.85; Mar. 7.75n; sales 2 lots. Closing unchanged to 15 higher.

Standard — Close: Sept. 8.30b; Dec. 8.55@8.60; Mar. 8.80 sale; June 9.00@9.10; sales 28 lots. Closing 10@20 higher.

Wednesday, July 11, 1934—Old Contracts — Close: Sept. 7.50@7.60; Dec. 7.75n; Mar. 7.85n; sales 10 lots. Closing 10@15 higher.

Standard — Close: Sept. 8.30@8.45; Dec. 8.60@8.70; Mar. 8.90 sale; June 9.10@9.25; sales 67 lots. Closing unchanged to 10 higher.

Thursday, July 12, 1934 — Old Contracts — Close: Sept. 7.25@7.30; Dec. 7.60n; Mar. 7.60n; sales 2 lots. Closing 15@25 lower.

Standard — Close: Sept. 8.35 sale; Dec. 8.45@8.60; Mar. 8.70@8.75; June 8.90@8.95; sales 75 lots. Closing 5 higher to 20 lower.

Friday, July 13, 1934—Old Contracts —Close: Sept. 7.18@7.25; Dec. 7.45@7.65; Mar. 7.55n; sales none. Closing 5@15 lower.

Standard—Close: Sept. 8.25@8.30; Dec. 8.35@8.45; Mar. 8.58@8.65; June 8.80 sale; sales 68 lots. Closing 10@12 lower.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended July 7, 1934, were 3,852,000 lbs.; previous week, 3,254,000 lbs.; same week last year, 4,080,000 lbs.; from January 1 to July 7 this year, 123,344,000 lbs.; same period a year ago, 123,582,000 lbs.

Shipments of hides from Chicago for the week ended July 7, 1934, were 3,335,000 lbs.; previous week, 6,498,000 lbs.; same week last year, 4,024,000 lbs.; from January 1 to July 7 this year, 157,787,000 lbs.; same period a year ago, 144,504,000 lbs.

PLAN FOR DROUGHT HIDES.

Some objection has been raised by tanners to the marketing of hides and skins from drought cattle and calves in the regular channels of trade, and it is proposed to ask the government to handle these hides under contracts made in future. Representatives of the Tanners' Council and the Calfskin Association will contact officials of the Federal Surplus Relief Corporation and the Agricultural Adjustment Administration, asking that in future the government retain ownership of all hides and skins from relief animals. Also that a minimum price of 9c per pound be placed on such of these cattle hides as are offered for sale, light native cow hides being used as the basis for pricing. It is understood that a relative arrangement will be requested for calf-skins.

Hide and Skin Markets

Chicago.

PACKER HIDES—Trading opened up to some extent on the Chicago market late this week when three packers sold a total of 106,000 May-June light hides to a large eastern shoe manufacturing tanner, consisting of extreme light native steers, extreme light Texas steers and branded cows. Fourth packer declined these prices and is standing aside from the market for the present. Later, one packer sold 800 heavy native cows at 8c, which appears to be a half-cent over the basis of earlier trading on branded cows.

There is a persistent rumor late this week that 50,000 Apr.-May light native cows have moved at 8c; nothing in the way of confirmation is obtainable at present. The price looks a bit low but this description is the one bearing the brunt of the greatly increased slaughter due to government purchases of drought area cattle, or the cattle reduction plan—confusing press reports having obscured the real purpose of the government purchases and their eventual total.

Committee of tanners met this week with representatives of packers to discuss the surplus production of light hides from government purchased cattle. A committee of tanners is reported to be meeting Tuesday in Washington, for the purpose of asking administration officials to withhold such hides from the market after present processing contracts have expired and not to offer such hides below the basis of 9c for light cows in commercial channels. Calfskin tanners are joined in this mission but minimum price for calf not yet agreed upon.

Heavy hides are not generally expected to show any great decline from last trading prices when market is established. Bids of 9½c reported for heavy native steers with lights at 8c, as against 10c for heavies and 9c for lights in last representative trading.

Total of 25,000 extreme light native steers sold at 8c, 7,000 extreme light Texas steers at 7½c, and 74,000 branded cows at 7½c. Later 800 heavy native cows sold at 8c. Quotations shown in a range for other descriptions representing present bids reported and last trading prices.

SMALL PACKER HIDES—Market not established on local small packer hides and quotations are only nominal around 7½@8c for native steers and cows, with branded half-cent less.

Local small packer association late this week sold 2,000 June extreme light native steers at 8c, and 3,000 June branded cows at 7½c, at same time big packers sold.

The Pacific Coast market has been tied up for two months by the longshoreman's strike, with shipping at a standstill. However, a sale was reported of Apr.-May hides late this week at 6½c, flat, for steers and cows, f.o.b. Butchertown; last previous sale was at 7½c for Apr. and 8c for May hides, to a local tanner.

FOREIGN WET SALTED HIDES—Trading opened up this week in the South American market at prices

slightly lower, these hides now running mid-winter quality. A pack of 4,000 Smithfields sold to England at 51 pesos, equal to 8 13/16c, c.i.f. New York, as against 55 pesos or 9½c two weeks earlier. Later, 12,000 Argentine steers were reported at 50 pesos or 8½c, and 12,000 Uruguay steers equal to 8½c, all going to Russia. Late this week, 4,000 LaPlatas sold to Kussia and 4,000 Smithfields to United Kingdom at 50 pesos or 8½c.

COUNTRY HIDES—There has been no trading reported so far on country hides to establish the market, and quotations given below are at present strictly nominal and based on the movement of big packer extreme light native steers at 8c late this week. On that basis, all-weights are quoted around 6¼@6½c, selected, delivered; heavy steers and cows about 5½c, buff weights 6½@6¾c, extremes 7½@7¾c, all trimmed basis. However, there is no certainty so far that hides can be bought on this basis. Bulls quoted around 3½c, glues about 4c. All-weight branded 4½@5c, flat, less Chicago freight.

CALFSKINS—Trading awaited to establish the market on packer calfskins. Last trading was at 12½c for June light calf, under 9½ lb., and at 14½c for May St. Louis heavies, 9½/15 lb. One packer sold up on June lights, and another had sold part of June lights prior to the tie-up of the market.

Chicago city calfskin market not yet clearly defined. Car 10/15 lb. was reported sold early at 9½c and later a car at 9c, with a car 8/10 lb. at 8c; however, no confirmation has been obtainable on these sales, while a bid of 9½c was reported at same time for 10/15 lb. in another direction. Outside cities on this basis were quoted around 8½@8¾c; mixed cities and countries, 8@8½c; straight countries, 7@7½c. A sale of Chicago city light calf and deacons was reported at 65c but confirmation not obtained; 67½c was bid in another direction.

KIPSKINS—Last trading in packer kipskins was basis 12c for May northern heavies and 11c for northern overweights, with southern at a cent less; branded at 10c. Trading awaited to establish this market, with bids and asking prices lacking at the moment.

A sale of a car Chicago city kipskins was reported at 9c but confirmation difficult to obtain. On this basis, outside cities quoted 8½@9c; mixed cities and countries, 8@8½c; straight countries, 7@7½c.

HORSEHIDES—Good city renderers quoted around \$2.90@3.15, mixed city and country lots \$2.65@2.90, with No. 2's at 50c less.

SHEEPSKINS—Dry pelts easier at 12@12½c for full wools, short wools half-price. Shearlings are a shade easy; one packer sold a car this week at 65c for No. 1's, 50c for No. 2's, and 30c for clips, and another small car reported later same basis; some No. 2's reported in another direction at 47½c; market a bit slow at present and demand light. Pickled skins slow, with the market on spring lambs generally quoted around \$4.00 per doz. last paid, although some packers asking up to

\$4.50 at Chicago. Packer spring lambs usually quoted \$1.00 per cwt. live lamb, or 67@75c each; an independent packer secured 97½c per cwt. last week; outside small packer spring lambs quoted 50@55c each.

New York.

PACKER HIDES—No action reported as yet in the New York market, and quotations can hardly be made on the basis of the limited trading in light stock in the western market so far, since the kill at New York runs mostly of heavier hides, which have been rather light in supply and have, until the recent tie-up of the market, enjoyed a good demand.

CALFSKINS—No trading reported as yet to establish the market. In the absence of trading, quotations are nominal and based on last trading prices, which for collectors' calfskins were 90c for 5-7's, \$1.10 for 7-9's, and \$2.10 for 9-12's; packers' calf last quoted at \$1.00, \$1.25 and \$2.25.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended June 30, 1934:

| Week Ending | New York. | Boston. | Phila. |
|--------------------|-----------|---------|--------|
| July 7, 1934..... | 31,120 | ..... | ..... |
| June 30, 1934..... | 17,179 | 105 | ..... |
| June 23, 1934..... | 22,351 | 24 | ..... |
| June 16, 1934..... | 21,593 | ..... | ..... |
| July 8, 1933..... | 476,838 | 27,116 | 39,763 |
| July 1, 1933..... | 58,109 | 2,129 | ..... |
| July 1, 1933..... | 22,152 | ..... | ..... |
| | 427,415 | 26,387 | 39,371 |

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 13, 1934, with comparisons, are reported as follows:

| PACKER HIDES. | | | |
|------------------------|---------------------|-------------|------------------|
| | Week ended July 13. | Prev. week. | Cor. week, 1933. |
| Spr. nat. str. | 10 @ 10½n | 14 @ 15n | |
| Hvy. nat. str. | 9½ @ 10 | 10 @ 10½n | @ 14 |
| Hvy. Tex. str. | 8½ @ 10 | @ 10n | @ 14 |
| Hvy. butt brand'd str. | 8½ @ 10n | @ 10n | @ 14 |
| Hvy. Col. str. | 8 @ 9½ | @ 9½n | @ 13½ |
| Ex-light Tex. str. | @ 7½ | @ 9n | @ 12½n |
| Brand'd cows. | @ 7½ | @ 9n | @ 12½n |
| Hvy. nat. cows | 7½ @ 9 | @ 9n | @ 12½ |
| Lt. nat. cows | @ 8n | @ 9½n | @ 13 |
| Nat. bulls. | 5½ @ 8½ | @ 8½n | 10½ @ 11n |
| Brand'd bulls. | 4½ @ 5½ | 5½ @ 6½n | 10 @ 10½n |
| Calfskins | 12½ @ 14½n | 12½ @ 14½ | 20 @ 23n |
| Kips, nat. | @ 12n | @ 12n | 17 @ 17½ |
| Kips, ov-wt. | @ 11n | @ 11n | 16 @ 18½ |
| Kips, brand'd. | @ 10n | @ 10n | 15 @ 15½ |
| Slunks, reg. | @ 60 | @ 60 | @ 1.10n |
| Slunks, hris. | 35 @ 50 | 35 @ 50 | 40 @ 50 |

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

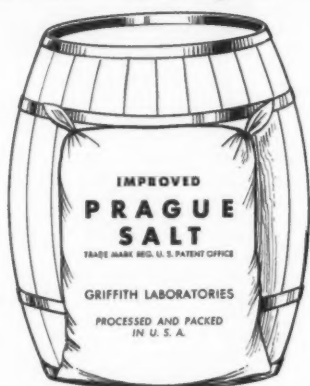
| CITY AND SMALL PACKERS. | | | |
|-------------------------|----------|----------|------------|
| Nat. all-wt. | @ 7½n | @ 9n | @ 12½ |
| Branded | @ 7n | @ 8½n | @ 12 |
| Nat. bulls | 5 @ 5½n | 6 @ 6½n | 10 @ 10½ |
| Brand'd bulls | 4½ @ 5n | @ 5½n | 9½ @ 10n |
| Calfskins | 9 @ 10 | 9½ @ 10 | 16½ @ 18 |
| Kips | @ 9 | @ 9½n | 14 @ 15n |
| Slunks, reg. | 50 @ 60n | 50 @ 60n | 85 @ 1.00n |
| Slunks, hris. | 25 @ 40n | 25 @ 40n | 35 @ 40n |

| COUNTRY HIDES. | | | |
|----------------|-------------|-------------|-------------|
| Hvy. steers | @ 5½n | 6 @ 6½n | @ 8n |
| Hvy. cows | @ 5½n | 6 @ 6½n | @ 8n |
| Butts | 6½ @ 6¾ | 7½ @ 7½n | 10 @ 10½ |
| Extremes | 7½ @ 7¾ | @ 8½n | 11 @ 11½ |
| Bulls | @ 3½ | 3½ @ 4n | @ 6 |
| Calfskins | 7 @ 7½ | 7½ @ 8n | @ 12 |
| Kips | 7 @ 7½ | 7½ @ 8n | @ 11 |
| Light calf | 25 @ 35n | 25 @ 35n | 50 @ 65 |
| Deacons | 25 @ 35n | 25 @ 35n | 50 @ 65 |
| Slunks, reg. | @ 20n | @ 20n | @ 65 |
| Slunks, hris. | @ 10n | @ 10n | @ 10n |
| Horsehides | 2.65 @ 3.15 | 2.75 @ 3.25 | 3.00 @ 3.75 |

| SHEEPSKINS. | | | |
|----------------|-----------|---------|-------------|
| Pkr. lambs | .68 @ 75 | 68 @ 75 | 1.15 @ 1.30 |
| Sm. pkr. lambs | .50 @ 55 | 55 @ 65 | 85 @ 1.00 |
| Pkr. shearls. | .65 @ 65 | 65 @ 70 | 90 @ 1.00 |
| Dry pelts | .12 @ 12½ | @ 13 | 15 @ 16 |

Week ending July 14, 1934

Improved "Prague" Salt



"A Safe, Fast Cure"

Meets B. A. I. Requirements

PRAGUE POWDER

Progress takes a large step forward

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Step



A
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Cure

PRAGUE POWDER is not a mechanical mixture.

PRAGUE POWDER is a "boiled pickle" quickly dried and quickly soluble—a homogeneous microscopic curing crystal.

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It will always be found as a perfect cure. When better methods and curing materials are produced, **PRAGUE** and **GRIFFITH** will produce them. The world moves on and in curing we lead the way.

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PRAGUE CURE start now.

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LABORATORIES**

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Now . . . SMOKING is Uniform



Bristol's Recording Thermometer, Model 240M. Of the type installed by Fred Eckart Packing Co., Inc., pork and beef packers, Fort Wayne, Ind., for controlling temperatures in smoke houses.

AFTER they had installed one Bristol's Recording Thermometer and saw how well it improved smoking, Fred Eckart Packing Co., Inc., put in four more on their remaining smoke houses. The results have been everything that could be expected. Not only is smoking more uniform, but a definite saving is obtained. As these well-known packers say, "Bristol's Thermometers give real satisfaction."

Providing a continuous 24-hour chart of the temperature, Bristol's Thermometers reveal all fluctuations, all variations from the normal operating condition, as well as the duration and times at which these changes occurred. By watching the chart, the operator has no difficulty in holding uniform any process such as smoking, scalding, curing, or cooling.

A number of models are available in practically any desired range for meat packing service. In writing, state working conditions.

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TRADE MARK REG. U. S. PAT. OFF.

PIONEERS IN PROCESS CONTROL SINCE 1889

CHICAGO SECTION

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 35,084 cattle, 12,345 calves, 49,513 hogs and 19,725 sheep.

Visking Corporation has let contracts for another addition to its manufacturing plant at 6733 West 65th street, Chicago. Increasing business required additional capacity.

A. L. Eberhart, general manager, Jacob Dold Packing Co., Wichita, Kas., was in Chicago this week on a vacation trip with Mrs. Eberhart, and was greeted by a host of old friends.

John P. Hall left this week for Montreal, from which port he sails for a visit to Great Britain and Ireland. It took a special tug to deliver to the ship the "bon voyages" and floral tributes sent by his many friends to "health apostle" John.

Provision shipments from Chicago for the week ended July 7, 1934, with comparisons, were as follows:

| | Week ended July 7, | Previous week, | Same week, |
|-------------------|--------------------------|-------------------|---------------|
| Cured meats, lbs. | 20,581,000 | 21,121,000 | 16,029,000 |
| Fresh meats, lbs. | 37,390,000 | 40,942,000 | 36,096,000 |
| Lard, lbs. | 3,025,000 | 5,705,000 | 3,239,000 |

President Edwin C. Andrews of the Jacob Dold Packing Co., Buffalo, N. Y., with Mrs. Andrews and the children, spent a few days in Chicago this week visiting the 1934 edition of A Century of Progress. They made the journey on one of Mr. Andrews' lake boats.

Joseph P. Murphy, general manager of the Mayflower Packing Co., Denver, Colo., formerly the Blayne-Murphy Co., who only recently recovered from a long illness, is on a trip around the world with Mrs. Murphy, and writes THE NATIONAL PROVISIONER from Peking, China, that "every look is a new thrill."

Among out-of-town packers in attendance at an executive meeting of the Institute of American Meat Packers this week were Samuel Slotkin, president, Hygrade Food Products Corp., New York City; John W. Rath, president, Rath Packing Co., Waterloo, Ia.; H. Harold Meyer, president, H. H. Meyer Packing Co., Cincinnati, O.; George M. Foster, vice president, John Morrell & Co., Ottumwa, Ia.; Wm. F. Schluderberg, president, The Wm. Schluderberg-T. J. Kurlde Co., Baltimore, Md.; Jay E. Decker, president, Jacob E. Decker & Sons Co., Mason City, Iowa; Chester G. Newcomb, vice president, Lake Erie Provision Co., Cleveland, Ohio; Louis W. Kahn, president, and Louis E. Kahn, vice president, E. Kahn's Sons Co., Cincinnati, O.; Geo. N. Meyer, Meyer Packing Co., Indiana, Pa.; W. F. Price, vice president, Jacob Dold Packing Co., Buffalo, N. Y.; J. C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn.; Geo. A. Schmidt, president, Stahl-Meyer, Inc., New York City.

How much power or light is being wasted in your pork departments? Have you read "PORK PACKING," The National Provisioner's latest book?

INSTITUTE REGIONAL HEADS.

Announcement is made by president Wm. Whitfield Woods of the Institute of American Meat Packers of the designation of several new regional chairmen to supervise Institute activities in their sections.



FRED M. KLEPPE

For the West Texas region, the chairman is George L. Childress, general manager of the Houston Packing Co., Houston, Tex. Mr. Childress has been for many years a leader in industry activities in Texas, and is a member of the board of directors of the Institute.

For the West Texas region the chairman is L. F. Miles, general sales manager of the Peyton Packing Co., El Paso, Tex. Mr. Miles has a long record of sales success in the industry and is an active participant in movements for the welfare of the trade.

Myron McMillan, of the J. T. McMillan Company, St. Paul, Minn., has been appointed local chairman for the St. Paul and Minneapolis area. Mr. McMillan is a former vice chairman of the Institute.



GEORGE L. CHILDRESS.

Regional chairman, Institute of American Meat Packers, for the East and Central Texas district.

PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, July 11, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, July 11, 1934:

| | Sales, Week ended July 11. | High, July 11. | Low, July 11. | Close, July 11. |
|---------------------------|----------------------------------|-------------------|------------------|--------------------|
| Amal. Leather. .... | ..... | ..... | ..... | 4 |
| Do. Pfd. .... | ..... | ..... | ..... | 33 3/4 |
| Amer. H. & L. | 300 | 6 1/4 | 6 1/4 | 6 1/4 |
| Do. Pfd. | 200 | 30 | 30 | 31 1/4 |
| Amer. Stores. | 500 | 43 1/4 | 43 | 42 1/4 |
| Armour Ill. A. | 5,900 | 6 1/4 | 5 7/8 | 6 |
| Do. B. | 1,200 | 2 1/4 | 2 1/4 | 2 1/4 |
| Armour Ill. n. | 98,300 | 5 1/4 | 5 1/4 | 5 1/4 |
| Do. Pfd. n. | 13,300 | 61 | 60 1/2 | 60 1/2 |
| Do. Pfd. | 18,600 | 71 1/4 | 71 1/4 | 69 1/2 |
| Do. Del. Pfd. | 900 | 93 | 92 3/4 | 92 1/4 |
| Beechnut Pack. | 200 | 66 1/4 | 66 | 64 |
| Bohach. H. C. | 25 | 10 | 10 | 10 |
| Chick. Co. Oil. | 800 | 28 1/4 | 27 3/4 | 28 1/4 |
| Childs Co. | 400 | 6 1/4 | 6 1/4 | 6 1/4 |
| Cudahy Pack. | 500 | 46 1/4 | 46 1/4 | 45 3/4 |
| First Nat. Strs. | 2,000 | 66 1/4 | 66 1/4 | 63 3/4 |
| Gen. Foods | 16,900 | 31 1/4 | 30 3/4 | 31 |
| Gobel Co. | 2,200 | 6 1/4 | 6 1/4 | 6 1/4 |
| Gr. A. & P. 1st Pfd. | 90 | 127 | 126 | 126 1/2 |
| Do. New | 110 | 135 | 135 | 135 |
| Hormel, G. A. | 100 | 17 1/4 | 17 1/4 | 17 |
| Hygrade Food. | 400 | 3 1/4 | 3 1/4 | 3 1/4 |
| Kroger G. & B. | 4,800 | 31 1/4 | 31 1/4 | 31 1/4 |
| Libby McNeill. | 1,650 | 5 1/4 | 5 1/4 | 5 1/4 |
| McMarr Stores. .... | ..... | ..... | ..... | 8 1/4 |
| Mayer, Oscar. .... | ..... | ..... | ..... | 5 1/4 |
| Mickelberry Co. | 400 | 1 1/4 | 1 1/4 | 1 1/4 |
| M. & H. Pfd. .... | ..... | ..... | ..... | 45 3/4 |
| Morrell & Co. | 100 | 48 | 48 | 48 |
| Nat. Pfd. Pd. A. .... | ..... | ..... | ..... | 1 1/4 |
| Do. B. .... | ..... | ..... | ..... | 1 1/4 |
| Nat. Leather. | 400 | 1 1/4 | 1 1/4 | 1 1/4 |
| Nat. Tea | 2,100 | 12 | 11 1/4 | 12 |
| Proc. & Gamb. | 5,000 | 36 1/4 | 36 | 36 1/4 |
| Do. Pr. Pfd. | 200 | 114 | 114 | 114 |
| Rath Pack. | 50 | 26 3/4 | 26 3/4 | 25 1/4 |
| Safeway Strs. | 2,100 | 51 1/4 | 50 3/4 | 51 1/4 |
| Do. 6 1/2 Pfd. | 330 | 106 | 105 1/2 | 106 1/2 |
| Do. 7 1/2 Pfd. | 180 | 112 | 111 | 111 |
| Stahl Meyer. .... | ..... | ..... | ..... | 5 1/4 |
| Swift & Co. | 17,000 | 18 | 17 1/4 | 17 1/4 |
| Do. Intl. | 5,350 | 32 1/4 | 32 1/4 | 30 1/4 |
| Trunz Pork | 200 | 11 1/4 | 11 1/4 | 15 |
| U. S. Cold Stor. .... | ..... | ..... | ..... | 38 1/2 |
| U. S. Leather. | 400 | 8 1/4 | 8 1/4 | 8 1/4 |
| Do. A. | 400 | 13 | 13 | 13 1/4 |
| Do. Pr. Pfd. .... | ..... | ..... | ..... | 58 |
| Wesson Oil | 2,200 | 25 | 23 1/4 | 25 |
| Do. Pfd. | 300 | 61 | 61 | 58 1/4 |
| Wilson & Co. | 3,000 | 8 | 7 1/4 | 8 |
| Do. A. | 6,000 | 25 1/4 | 24 1/4 | 24 1/4 |
| Do. Pfd. | 1,700 | 82 1/4 | 82 1/4 | 82 1/4 |

ARMOUR RECAPITALIZATION.

Armour and Company pared down its cumbersome capital structure at a meeting of stockholders held at the general offices in Chicago on July 6. Two new issues of stock were authorized, one consisting of a \$6 no par convertible cumulative prior preferred to replace the old 7 per cent preferred stock and the other a common issue which will supplant the A and B common. At the same time dividend accumulations of \$24.50 on the 7 per cent cumulative \$100 par preferred were wiped out. Trading in the new issues has been active on the principal stock exchanges of the country since July 9.

This new arrangement was voted by approximately 73 per cent of the stockholders, representing 74.8 per cent of the capitalization. Under the new arrangement the company will show three classes of stock, the old preferred of which about 25 per cent was not exchanged, the new preferred and the new common. This will make possible the writing down of the fixed and other assets by some \$53,000,000 and the cap-

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Having none of the disadvantages of so-called substitutes, Genuine Vegetable Parchment still retains its popularity as wrappers for meat products by leading packers and—more important—the preference of the consuming public. Whether for outside wrappers—plain or printed—or carton liners the peculiar character of the Genuine prevents outside contamination and preserves original quality and freshness. Use the Genuine and be sure. There is no substitute for Genuine Vegetable Parchment.

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OUR 38th YEAR SERVING THE FOOD INDUSTRY

"DEVELOPS NICE, MILD FLAVOR, ELIMINATES HARSHNESS"

Says Frank Wetterling

MILWAUKEE SAUSAGE PACKER

about Diamond Crystal Salt



*Frank
Wetterling*

"IN THE manufacture of our various kinds of sausages," writes Mr. Wetterling, "we select sausage material, spices and salt of the highest quality obtainable."

"And in using Diamond Crystal Salt, we have found that, due to its mildness and uniform purity, as well as the character of its grain, natural flavors are developed to a high

degree and harshness eliminated.

"Diamond Crystal Salt, because of its freedom from bitter, harsh impurities, has been serving us continuously for many years."

Sausage packers everywhere have been using Diamond Crystal Salt for years. They tell us that it is always uniform in dryness, an essential in making sausages. In addition, it permits using from 10 to 15 per cent more salt without developing a harsh taste. That's because of its *natural* mildness. Diamond Crystal Salt Company, (Inc.), 250 Park Avenue, New York, N. Y.

DIAMOND CRYSTAL SALT

UNIFORM IN COLOR... PURITY... DRYNESS... SOLUBILITY... SCREEN ANALYSIS... CHEMICAL ANALYSIS... CHARACTER OF FLAKE

For Better Curing Results

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NEVERFAIL!

NEVERFAIL never fails to give complete satisfaction. It gives superior results in every instance and insures high quality. It gives superior flavor because it is a *spiced* cure and gives inimitable goodness to cured meats. NEVERFAIL is the answer to all curing problems. Its uniformity in use and unvarying results will build sales and increase profits. *Use it for greater sales!*

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Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

H. J. MAYER & SONS CO.

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Chicago, Ill.



Canadian Office
Windsor, Ont.

The Man Who Knows



The Man You Know

ital surplus will be increased by approximately \$24,000,000. Total assets will show a decrease of something over \$55,000,000.

September 15, 1934, has been set as the deadline for the deposit of the 7 per cent preferred stock under the capital reorganization plan. Under the new plan this stock is to receive one share of \$6 prior preferred and two shares of common. Final count of proxies approving the plan showed 439,472 shares voted for the plan, 1,207 against it and 131,024 shares were unaccounted for.

It is regarded as possible that a relatively small block of the old preferred stock unaccounted for will remain undeposited. This can act as something of a barrier to dividends on the new common, since the amended articles of incorporation provide that common dividends cannot be paid until the preferred holders shall have received their accumulated unpaid dividends, or unless net profits shall be sufficient to pay not only the proposed common dividend but all dividends which are accrued for one year in advance on the then outstanding preferred stock. The new preferred stock is cumulative from July 1, 1934.

Thus the top-heavy capital structure of the company, which has made it difficult for the management to pay dividends, has been so scaled down as to enable a reflection of actual results secured. Following the meeting of stockholders, President T. George Lee said: "Action of the stockholders will go a long way toward solving problems which have confronted the com-

pany for some years. I am very happy that the stockholders have taken this step, because I believe this is a sound plan that will benefit them as investors in this business."

CANNING TIME EXTENDED.

Further extension of tolerance hours up to 53 per week for packers and canners processing and canning beef and veal for government account has been granted by NRA administrator Johnson up to and including August 11, 1934. The original order extending this tolerance was signed by General Johnson on June 13 and provided for a four-week period beginning June 14.

Permission is for not to exceed 53 hours of work per week, provided also that not more than 10 hours is worked in any one day. The time extension applies only to employees engaged in unloading, penning, driving and killing of cattle; chilling and boning of beef; freezing, if necessary, and canning of beef; preparation and handling of various beef by-products, such as hides, offal, casings, fats and bones. Also loading and unloading of product when necessary to transfer it from killing plant to canning plant, where both operations are not conducted in the same plant; and any operation incidental to those specifically enumerated.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

LARD AND SAUSAGE BIDS.

Bids under schedule 72 of the Federal Surplus Relief Corporation for lard and sausage for Porto Rico were opened July 10. They total 3,750,000 lbs. of lard and 568,000 lbs. of farmer style sausage. Under the schedule, lard awards will total 765,000 lbs. and sausage 189,000 lbs. The lard price bid, including the tax, ranged from a low of 8½¢ to a high of 10.19¢ per pound. Farmer style sausage prices ranged from a low of 14.60¢ to a high of 15.29¢ per pound, including the tax. Awards have not yet been made.

FORMER SWIFT OFFICIAL DIES.

O. W. Waller, retired sales executive of Swift & Company, died at his home in Beverly Hills, Calif., on July 7 at the age of 75 years. Mr. Waller began his service with the company in 1891 at St. Joseph, Mo. For nearly 20 years he represented the Swift interests at this point. In 1914 he was transferred to Toronto, where he became manager of Swift's Canadian offices and vice-president in charge of the Canadian division of the company. He returned to the United States in 1921 as general manager of the Omaha plant, and retired from active service in 1926.

Surviving are the widow, one son and two daughters. Funeral services were held in Highland Park, Ill., his former home, with interment at that place.

H. P. HENSCHEN

ARCHITECT

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HARRY K. LAX, General Manager

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CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

FUTURE PRICES.

SATURDAY, JULY 7, 1934.

| | Open. | High. | Low. | Close. |
|----------------|-------|-------|-------|---------|
| LARD— | | | | |
| July | 6.72½ | | | 6.72½b |
| Sept. | 6.92½ | 6.97½ | 6.82½ | 6.95b |
| Oct. | 7.07½ | 7.10 | 7.07½ | 7.07½ax |
| Nov. | | | | 7.15b |
| Dec. | 7.22½ | 7.30 | 7.22½ | 7.30 |
| Jan. | 7.40 | | | 7.40 |
| CLEAR BELLIES— | | | | |
| July | | | | 9.65b |
| Sept. | | | | 9.80b |

MONDAY, JULY 9, 1934.

| | Open. | High. | Low. | Close. |
|----------------|-------|-------|-------|---------|
| LARD— | | | | |
| July | | | | 6.77½b |
| Sept. | 6.97½ | 7.02½ | 6.97½ | 7.00b |
| Oct. | 7.10 | 7.12½ | 7.07½ | 7.12½ax |
| Nov. | | | | 7.20b |
| Dec. | 7.30 | 7.35 | 7.30 | 7.32½ |
| Jan. | | | | 7.42½ax |
| CLEAR BELLIES— | | | | |
| July | | | | 9.70b |
| Sept. | | | | 9.80b |

TUESDAY, JULY 10, 1934.

| | Open. | High. | Low. | Close. |
|----------------|-------|-------|-------|---------|
| LARD— | | | | |
| July | 6.80 | 6.87½ | 6.80 | 6.87½ |
| Sept. | 6.97½ | 7.12½ | 6.97½ | 7.12½ax |
| Oct. | 7.10 | 7.22½ | 7.10 | 7.22½ax |
| Nov. | | | | 7.30b |
| Dec. | 7.30 | 7.45 | 7.30 | 7.45ax |
| Jan. | 7.47½ | 7.55 | 7.47½ | 7.55 |
| CLEAR BELLIES— | | | | |
| July | 9.77½ | | | 9.77½ |
| Sept. | 9.95 | | | 9.95 |

WEDNESDAY, JULY 11, 1934.

| | Open. | High. | Low. | Close. |
|----------------|-------|-------|-------|--------|
| LARD— | | | | |
| July | 6.92½ | 7.02½ | 6.92½ | 7.02½ |
| Sept. | 7.20 | 7.30 | 7.20 | 7.30 |
| Oct. | 7.32½ | 7.42½ | 7.32½ | 7.42½ |
| Nov. | | | | 7.47½ |
| Dec. | 7.55 | 7.65 | 7.55 | 7.65 |
| Jan. | 7.67½ | 7.77½ | 7.67½ | 7.77½ |
| CLEAR BELLIES— | | | | |
| July | | | | 9.77½b |
| Sept. | | | | 10.00b |

THURSDAY, JULY 12, 1934.

| | Open. | High. | Low. | Close. |
|----------------|---------|-------|-------|---------|
| LARD— | | | | |
| July | | | | 6.97½ax |
| Sept. | 7.30-25 | 7.30 | 7.17½ | 7.20 |
| Oct. | 7.42½ | 7.42½ | 7.30 | 7.32½b |
| Nov. | | | | 7.45ax |
| Dec. | 7.65 | 7.65 | 7.50 | 7.55 |
| Jan. | 7.62½ | 7.65 | 7.62½ | 7.65 |
| CLEAR BELLIES— | | | | |
| July | | | | 9.77½a |
| Sept. | | | | 10.00a |

FRIDAY, JULY 13, 1934.

| | Open. | High. | Low. | Close. |
|----------------|-------|-------|-------|---------|
| LARD— | | | | |
| July | | | | 7.02½b |
| Sept. | 7.20 | 7.30 | 7.20 | 7.27½b |
| Oct. | 7.32½ | 7.42½ | 7.32½ | 7.40 |
| Nov. | | | | 7.50b |
| Dec. | 7.55 | 7.65 | 7.55 | 7.60b |
| Jan. | 7.67½ | 7.72½ | 7.67½ | 7.72½ |
| CLEAR BELLIES— | | | | |
| July | 10.00 | | | 10.00ax |
| Sept. | 10.00 | 10.15 | 10.00 | 10.15 |

Key: ax, asked; b, bid; n, nom; —, split.

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THE NATIONAL PROVISIONER.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CASH PRICES.

Based on actual carlot trading Thursday,
July 12, 1934.

REGULAR HAMS.

| | Green. | *S.P. |
|-------------|--------|-------|
| 8-10 | 13½ | 13½ |
| 10-12 | 13½ | 14 |
| 12-14 | 14½ | 14½ |
| 14-16 | 14½ | 14½ |
| 10-16 range | 14½ | 14½ |

BOILING HAMS.

| | Green. | *S.P. |
|-------------|--------|-------|
| 16-18 | 15 | 15 |
| 18-20 | 15 | 15 |
| 20-22 | 15 | 15 |
| 16-22 range | 15 | 15 |

SKINNED HAMS.

| | Green. | *S.P. |
|-------|--------|-------|
| 10-12 | 16 | 15½ |
| 12-14 | 16 | 16 |
| 14-16 | 16½ | 16½ |
| 16-18 | 16½ | 16½ |
| 18-20 | 17 | 17 |
| 20-22 | 17 | 17 |
| 22-24 | 17½ | 17½ |
| 24-26 | 17½ | 17½ |
| 26-30 | 17½ | 17½ |
| 30-35 | 17½ | 17½ |

PICNICS.

| | Green. | *S.P. |
|-------|--------|-------|
| 4-6 | 9 | 8½ |
| 6-8 | 9 | 8½ |
| 8-10 | 9 | 8½ |
| 10-12 | 9 | 8½ |
| 12-14 | 9 | 8½ |

Short shank ½c over.

BELLIES.

(Square cut seedless)
(S. P. ¼c under D. C.)

| | Green. | *D.C. |
|-------|--------|-------|
| 6-8 | 13½@14 | 13½ |
| 8-10 | 13½@14 | 13½ |
| 10-12 | 13½@14 | 13½ |
| 12-14 | 13½ | 13½ |
| 14-16 | 13½ | 13½ |
| 16-18 | 13 | 12½ |

*Quotations represent No. 1 new cure.

D. S. BELLIES.

| | Clear. | Rib. |
|-------|--------|------|
| 14-16 | 10½ | 10½ |
| 16-18 | 10½ | 10½ |
| 18-20 | 10½ | 10½ |
| 20-25 | 10 | 10 |
| 25-30 | 10 | 10 |
| 30-35 | 10 | 10 |
| 35-40 | 9½ | 9½ |
| 40-50 | 9½ | 9½ |
| 50-60 | 9½ | 9½ |

D. S. FAT BACKS.

| 8-10 | 7½ |
|-------|----|
| 10-12 | 7½ |
| 12-14 | 7½ |
| 14-16 | 7½ |
| 16-18 | 7½ |
| 18-20 | 8 |
| 20-25 | 8 |

OTHER D. S. MEATS.

| Extra short clears | 35-45 |
|--------------------|-------|
| Extra short ribs | 35-45 |
| Regular plates | 6-8 |
| Clear plates | 4-6 |
| Jowl butts | 6½ |
| Green square jowls | 5½ |
| Green rough jowls | 6 |

LARD.

| Prime steam, cash | 7.00 |
|------------------------------|----------|
| Prime steam, loose | 6.37½ |
| Refined, boxed, N. Y.—Export | unquoted |
| Neutral, in tierces | 8.12½ |
| Raw leaf | 6.37½ |

SPICES.

(These prices are basis f.o.b. Chicago.)

| | Wholesale. | Ground. |
|-----------------|------------|---------|
| Allspice | 8½ | 10½ |
| Cinnamon | 13 | 17 |
| Cloves | 13 | 17½ |
| Coriander | 7 | 8½ |
| Ginger | 10 | 10 |
| Mace, Banda | 50 | 62 |
| Nutmeg | 16 | 16 |
| Pepper, black | 11 | 12½ |
| Pepper, Cayenne | 21 | 21 |
| Pepper, red | 16 | 16 |
| Pepper, white | 20 | 22½ |

PORK PRODUCTS EXPORTS.

Exports of pork product from principal ports of the United States during the week ended July 7, 1934:

PORK.

| | Week ended July 7, 1934. | Week ended July 8, 1933. | Nov. 1, 1933, to July 7, 1934. |
|----------------|--------------------------|--------------------------|--------------------------------|
| Total | 2,227 | 1,284 | 2,227 |
| United Kingdom | 1,834 | 1,817 | 1,834 |
| Continent | 644 | 644 | 644 |
| West Indies | 200 | 200 | 200 |

BACON AND HAMS.

| | M lbs. | M lbs. | M lbs. |
|-----------------|--------|--------|--------|
| Total | 1,672 | 1,871 | 97,121 |
| United Kingdom | 1,434 | 1,817 | 88,639 |
| Continent | 238 | 53 | 6,399 |
| West Indies | 1 | 1 | 167 |
| Canada | 1 | 1 | 217 |
| Other countries | 1 | 1 | 1,669 |

LARD.

| | M lbs. | M lbs. | M lbs. |
|-----------------------|--------|--------|---------|
| Total | 5,665 | 7,075 | 287,283 |
| United Kingdom | 4,980 | 7,089 | 283,064 |
| Continent | 227 | 467 | 73,421 |
| Sth. and Ctl. America | 408 | 53 | 7,046 |
| West Indies | 80 | 119 | 3,742 |
| Other countries | 1 | 1 | 20 |

TOTAL EXPORTS BY PORTS.

| | From | Pork, Bbls. | Bacon and Hams, M lbs. | Lard, M lbs. |
|----------------|------|-------------|------------------------|--------------|
| New York | 708 | 826 | | |
| Boston | 18 | 206 | | |
| New Orleans | | 488 | | |
| Montreal | 945 | 4,014 | | |
| Halifax | | | | |
| Total week | | 1,671 | 5,665 | |
| Previous week | | 1,216 | 5,142 | |
| 2 weeks ago | 30 | 1,737 | 10,144 | |
| Cor. week 1933 | | 1,870 | 7,675 | |

SUMMARY OF EXPORTS FROM NOVEMBER 1, 1933, TO JULY 7, 1934.

| | 1933 to 1934. | 1933 to 1934. | De-crease. |
|------------------------|---------------|---------------|------------|
| Pork, M lbs. | 445 | 1,413 | 968 |
| Bacon and hams, M lbs. | 97,120 | 48,842 | 48,278 |
| Lard, M lbs. | 287,292 | 329,301 | 42,009 |

CURING MATERIALS.

| | Cwt. | Sacks. |
|--|---------|--------|
| Nitrite of soda, per 100 lbs. (5 or more bbls. per 100 lbs. delivered) | \$9.08 | |
| Salt, 1 to 4 bbls. f.o.b. N. Y.: Dbl. refined granulated | 6.12½ | 5.90 |
| Small crystals | 7.12½ | 6.90 |
| Medium crystals | 7.50 | 7.25 |
| Large crystals | 7.87½ | 7.50 |
| Dbl. retd. gran. nitrate of soda | 3½ | 3.35 |
| Salt, per ton, in carlots only, f.o.b. Chicago: | | |
| Granulated | \$6.60 | |
| Medium, air dried | \$10 | |
| Kind dried | \$10.60 | |
| Detroit rock, carlots, per ton, f.o.b. Chicago. | \$6.00 | |
| Sugar— Raw sugar, 96 basis, f.o.b. New Orleans | \$3.20 | |
| Second sugar, 90 basis | none | |
| Standard gran., f.o.b. refiners (2%) | \$4.75 | |
| Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% | \$4.25 | |
| Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2% | \$4.25 | |

ANIMAL OILS.

| | @ 9½ |
|----------------------|-------|
| Prime edible | @ 9 |
| Prime inedible | @ 9 |
| Headlight | @ 9 |
| Prime winterstrained | @ 8½ |
| Extra winterstrained | @ 8½ |
| Extra No. 1 lard oil | @ 7½ |
| No. 2 lard oil | @ 6½ |
| Acidless tallow oil | @ 7½ |
| 20° neatfoot oil | @ 16½ |
| Pure neatfoot oil | @ 16½ |
| Special neatfoot oil | @ 8½ |
| Extra neatfoot oil | @ 8 |
| No. 1 neatfoot oil | @ 7½ |

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

COOPERAGE.

| | @ 1.42½ |
|------------------------------------|------------|
| Ash pork barrels, black iron hoops | @ 1.30 |
| Oak pork barrels, black iron hoops | 1.47½@1.50 |
| Ash pork barrels, galv. iron hoops | 1.37½@1.40 |
| White oak ham tierces | 2.22½@2.25 |
| Red oak lard tierces | 1.97½@2.00 |
| White oak lard tierces | 2.07½@2.10 |

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

| Prime native steers— | Week ended July 12, 1934. | Cor. week, 1933. |
|-----------------------------|---------------------------|------------------|
| 400-600..... | 12% @ 13 1/2 | 11 1/2 @ 12 |
| 600-800..... | 12% @ 13 1/2 | 11 @ 11 1/2 |
| 800-1000..... | 14 @ 14 1/2 | 9 1/4 @ 9 3/4 |
| Good native steers— | | |
| 400-600..... | 10% @ 11 1/4 | 9% @ 10 1/4 |
| 600-800..... | 11% @ 11 3/4 | 9 @ 10 |
| 800-1000..... | 13 @ 13 1/2 | 8 3/4 @ 9 1/4 |
| Medium steers— | | |
| 400-600..... | 10% @ 11 | 9 @ 9 3/4 |
| 600-800..... | 10% @ 11 1/4 | 8 3/4 @ 9 |
| 800-1000..... | 12 @ 12 1/2 | 8 1/4 @ 8 3/4 |
| Helfers, good, 400-600..... | 11 @ 12 | 9 @ 11 |
| Cows, 400-600..... | 6 1/4 @ 9 | 6 @ 6 3/4 |
| Hind quarters, choice..... | 10 1/2 @ 11 | 10 @ 10 1/2 |
| Fore quarters, choice..... | 11 @ 12 | 10 @ 10 1/2 |

Beef Cuts.

| | | |
|---------------------------------|----------|----------|
| Steer loins, prime..... | unquoted | @ 22 |
| Steer loins, No. 1..... | @ 33 | @ 19 |
| Steer loins, No. 2..... | @ 30 | @ 18 |
| Steer short loins, prime..... | unquoted | @ 25 |
| Steer short loins, No. 1..... | @ 46 | @ 25 |
| Steer short loins, No. 2..... | @ 41 | @ 24 |
| Steer loin ends (hips)..... | @ 20 | @ 14 |
| Steer loin ends, No. 2..... | @ 19 | @ 13 |
| Cow loins..... | @ 18 | @ 13 |
| Cow short loins..... | @ 12 | @ 12 |
| Cow loin ends (hips)..... | @ 12 | @ 12 |
| Steer ribs, prime..... | unquoted | @ 13 |
| Steer ribs, No. 1..... | @ 21 | @ 13 |
| Steer ribs, No. 2..... | @ 19 | @ 12 |
| Cow ribs, No. 2..... | @ 11 | @ 6 1/2 |
| Cow ribs, No. 3..... | @ 10 | @ 6 |
| Steer rounds, prime..... | unquoted | @ 10 1/2 |
| Steer rounds, No. 1..... | @ 14 | @ 10 1/2 |
| Steer rounds, No. 2..... | @ 13 1/2 | @ 10 1/2 |
| Steer chuck, prime..... | unquoted | @ 6 1/2 |
| Steer chucks, No. 1..... | @ 10 | @ 6 |
| Steer chucks, No. 2..... | @ 9 1/4 | @ 5 1/2 |
| Cow rounds..... | @ 9 1/4 | @ 9 |
| Cow chucks..... | @ 8 1/2 | @ 5 1/2 |
| Steer plates..... | @ 8 1/2 | @ 5 1/2 |
| Medium plates..... | @ 8 | @ 5 1/2 |
| Briskets, No. 1..... | @ 10 | @ 11 |
| Steer navel ends..... | @ 5 | @ 2 1/2 |
| Cow navel ends..... | @ 3 | @ 3 |
| Fore shanks..... | @ 5 | @ 6 |
| Hind shanks..... | @ 4 | @ 4 |
| Strip loins, No. 1, bbls..... | @ 65 | @ 40 |
| Strip loins, No. 2..... | @ 62 | @ 35 |
| Sirloin butts, No. 1..... | @ 22 | @ 20 |
| Sirloin butts, No. 2..... | @ 18 | @ 17 |
| Beef tenderloins, No. 1..... | @ 50 | @ 35 |
| Beef tenderloins, No. 2..... | @ 40 | @ 25 |
| Rump butts..... | @ 18 | @ 15 |
| Flank steaks..... | @ 18 | @ 14 |
| Shoulder clods..... | @ 8 1/2 | @ 8 1/2 |
| Hanging tenderloins..... | @ 6 | @ 5 1/2 |
| Insides, green, 5 @ 8 lbs..... | @ 10 1/2 | @ 10 1/2 |
| Outsides, green, 5 @ 8 lbs..... | @ 8 1/2 | @ 8 1/2 |
| Knuckles, green, 5 @ 6 lbs..... | @ 8 1/2 | @ 8 1/2 |

Beef Products.

| | |
|-------------------------|------|
| Brains (per lb.)..... | @ 5 |
| Hearts..... | @ 5 |
| Tongues..... | @ 16 |
| Sweetbreads..... | @ 19 |
| Ox-tail, per lb..... | @ 5 |
| Fresh tripe, plain..... | @ 4 |
| Fresh tripe, H. C..... | @ 8 |
| Livers..... | @ 14 |
| Kidneys, per lb..... | @ 8 |

Veal.

| | | |
|---------------------|---------|---------|
| Choice carcass..... | 9 @ 10 | 8 @ 10 |
| Good carcass..... | 7 @ 8 | 8 @ 9 |
| Good saddles..... | 10 @ 13 | 12 @ 13 |
| Good racks..... | 6 @ 8 | 6 @ 8 |
| Medium racks..... | 4 @ 5 | 4 @ 5 |

Veal Products.

| | | |
|-------------------|------|------|
| Brains, each..... | @ 7 | @ 5 |
| Sweetbreads..... | @ 35 | @ 25 |
| Calf livers..... | @ 35 | @ 30 |

Lamb.

| | | |
|---------------------------|------|------|
| Choice lambs..... | @ 18 | @ 17 |
| Medium lambs..... | @ 15 | @ 15 |
| Choice saddles..... | @ 20 | @ 20 |
| Medium saddles..... | @ 18 | @ 18 |
| Choice fores..... | @ 16 | @ 14 |
| Medium fores..... | @ 14 | @ 13 |
| Lamb fries, per lb..... | @ 25 | @ 25 |
| Lamb tongues, per lb..... | @ 12 | @ 15 |
| Lamb kidneys, per lb..... | @ 25 | @ 15 |

Mutton.

| | | |
|---------------------------|------|------|
| Heavy sheep..... | @ 4 | @ 3 |
| Light sheep..... | @ 7 | @ 6 |
| Heavy saddles..... | @ 5 | @ 6 |
| Light saddles..... | @ 9 | @ 8 |
| Heavy fores..... | @ 3 | @ 3 |
| Light fores..... | @ 6 | @ 5 |
| Mutton legs..... | @ 10 | @ 10 |
| Mutton loins..... | @ 8 | @ 8 |
| Mutton stew..... | @ 4 | @ 3 |
| Sheep tongues per lb..... | @ 12 | @ 9 |
| Sheep heads, each..... | @ 10 | @ 10 |

Fresh Pork, Etc.

| | | |
|---|----------|---------|
| Pork loins, 8 @ 10 lbs. av..... | @ 14 1/2 | @ 8 |
| Picnic shoulders..... | @ 10 | @ 6 |
| Skinned shoulders..... | @ 11 1/2 | @ 6 |
| Tenderloins..... | @ 25 | @ 17 |
| Spare ribs..... | @ 8 1/2 | @ 3 1/2 |
| Back fat..... | @ 8 1/2 | @ 6 1/2 |
| Poston butts..... | @ 13 1/2 | @ 7 |
| Boneless butts, cellar trim, 2 @ 4..... | @ 19 | @ 11 |
| Hocks..... | @ 6 | @ 4 |
| Tails..... | @ 5 | @ 3 |
| Neck bones..... | @ 2 | @ 1 1/2 |
| Slip bones..... | @ 5 | @ 4 |
| Blade bones..... | @ 7 | @ 4 |
| Pigs' feet..... | @ 3 | @ 2 |
| Kidneys, per lb..... | @ 5 1/2 | @ 4 |
| Country style sausage, smoked..... | @ 5 | @ 3 1/2 |
| Brains..... | @ 7 | @ 6 1/2 |
| Ears..... | @ 4 | @ 3 |
| Snouts..... | @ 5 | @ 3 |
| Heads..... | @ 5 | @ 4 |

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

| | |
|--|----------|
| Pork sausage, in 1-lb. cartons..... | @ 22 1/2 |
| Country style sausage, fresh in links..... | @ 16 1/2 |
| Country style sausage, fresh in bulk..... | @ 13 1/2 |
| Country style sausage, smoked..... | @ 17 1/2 |
| Frankfurts in sheep casings..... | @ 19 |
| Frankfurts in hog casings..... | @ 17 |
| Bologna in beef bungs, choice..... | @ 14 1/2 |
| Bologna in beef middles, choice..... | @ 16 |
| Liver sausage in beef rounds..... | @ 14 |
| Smoked liver sausage in hog bungs..... | @ 17 1/2 |
| Liver sausage in hog bungs..... | @ 16 1/2 |
| Head cheese..... | @ 15 |
| New England luncheon specialty..... | @ 20 1/2 |
| Mixed luncheon specialty, choice..... | @ 17 |
| Tongue sausage..... | @ 24 |
| Blood sausage..... | @ 16 |
| Souse..... | @ 17 |
| Polish sausage..... | @ 16 1/2 |

DRY SAUSAGE.

| | |
|--|----------|
| Cervelat, choice, in hog bungs..... | @ 36 |
| Thuringer cervelat..... | @ 16 1/2 |
| Farmer..... | @ 25 |
| Holsteiner..... | @ 24 |
| B. C. salami, choice..... | @ 34 |
| Milano salami, choice, in hog bungs..... | @ 34 |
| B. C. salami, new condition..... | @ 17 1/2 |
| Prissas, choice, in hog middles..... | @ 29 |
| Genoa style salami..... | @ 37 |
| Pepperoni..... | @ 28 |
| Mortadella, new condition..... | @ 17 |
| Capicola..... | @ 36 |
| Italian style hams..... | @ 28 |
| Virginia hams..... | @ 32 |

SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

| | |
|---|----------|
| Regular pork trimmings..... | @ 6 1/4 |
| Special lean pork trimmings..... | @ 12 |
| Extra lean pork trimmings..... | @ 14 1/2 |
| Pork cheek meat..... | @ 6 1/2 |
| Pork hearts..... | @ 4 1/2 |
| Pork livers..... | @ 4 |
| Native boneless bull meat (heavy)..... | @ 6 1/2 |
| Boneless chucks..... | @ 5 1/2 |
| Shank meat..... | @ 5 1/2 |
| Beef trimmings..... | @ 5 |
| Beef chucks (trimmings)..... | @ 14 |
| Dressed canners, 350 lb. and up..... | @ 3 1/2 |
| Dressed cutter cows, 400 lbs. and up..... | @ 4 1/2 |
| Dr. bologna bulls, 600 lbs. and up..... | @ 5 1/2 |
| Beef tripe..... | @ 2 1/2 |
| Pork tongue, canner trim, S. P..... | @ 17 1/2 |

SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

| | |
|--|----------|
| Beef casings: | |
| Domestic rounds, 180 pack..... | @ 30 |
| Domestic rounds, 140 pack..... | @ 45 |
| Export rounds, wide..... | @ 51 |
| Export rounds, medium..... | @ 42 |
| Export rounds, narrow..... | @ 48 |
| No. 1 weasands..... | @ 07 |
| No. 2 weasands..... | @ 05 |
| No. 1 bungs..... | @ 16 1/2 |
| No. 2 bungs..... | @ 11 |
| Middles, regular..... | @ 110 |
| Middles, select, extra wide, 2 1/2 in. and over..... | @ 1.40 |
| Middles, select, extra wide, 2 1/2 in. and over..... | @ 1.80 |
| Dried bladders: | |
| 12-15 in. wide, flat..... | @ 1.10 |
| 10-12 in. wide, flat..... | @ 1.00 |
| 8-10 in. wide, flat..... | @ .60 |
| 6-8 in. wide, flat..... | @ .40 |
| Hog casings: | |
| Narrow, per 100 yds..... | @ 2.10 |
| Narrow, special, per 100 yds..... | @ 1.80 |
| Medium, regular..... | @ 1.65 |
| Wide, per 100 yds..... | @ 1.50 |
| Extra wide, per 100 yds..... | @ 1.85 |
| Export bungs..... | @ .26 |
| Large prime bungs..... | @ .21 |
| Medium prime bungs..... | @ .12 |
| Small prime bungs..... | @ .08 |
| Middles, per set..... | @ .16 |
| Stomachs..... | @ .06 |

SAUSAGE IN OIL.

| | |
|---|--------|
| Bologna style sausage in beef rounds— | |
| Small tins, 2 to crate..... | \$5.25 |
| Large tins, 1 to crate..... | \$5.75 |
| Frankfurt style sausage in sheep casings— | |
| Small tins, 2 to crate..... | 6.25 |
| Large tins, 1 to crate..... | 7.00 |
| Smoked link sausage in hog casings— | |
| Small tins, 2 to crate..... | 5.50 |
| Large tins, 1 to crate..... | 6.25 |

DRY SALT MEATS.

| | |
|---------------------------------|----------|
| Clear bellies, 18 @ 20 lbs..... | @ 10 1/2 |
| Clear bellies, 14 @ 16 lbs..... | @ 10 1/2 |
| Rib bellies, 25 @ 30 lbs..... | @ 10 |
| Fat backs, 10 @ 12 lbs..... | @ 7 1/2 |
| Fat backs, 14 @ 16 lbs..... | @ 7 1/2 |
| Regular plates..... | @ 7 1/2 |
| Butts..... | @ 5 1/2 |

WHOLESALE SMOKED MEATS.

| | |
|--|----------|
| Fancy reg. hams, 14 @ 16 lbs..... | @ 19 |
| Fancy skd. hams, 14 @ 16 lbs..... | @ 20 |
| Standard reg. hams, 14 @ 16 lbs..... | @ 17 |
| Picnics, 4 @ 8 lbs., short shank..... | @ 11 1/2 |
| Picnics, 4 @ 8 lbs. long shank..... | @ 10 1/2 |
| Fancy bacon, 6 @ 8 lbs..... | @ 10 1/2 |
| Standard bacon, 6 @ 8 lbs..... | @ 10 1/2 |
| No. 1 beef ham sets, smoked— | |
| Insides, 8 @ 12 lbs..... | @ 25 |
| Outsides, 5 @ 9 lbs..... | @ 22 |
| Knuckles, 5 @ 9 lbs..... | @ 22 |
| Cooked hams, choice, skin on, fattened..... | @ 31 |
| Cooked hams, choice, skinless, fattened..... | @ 32 |
| Cooked picnics, skin on, fattened..... | @ 22 1/2 |
| Cooked picnics, skinned, fattened..... | @ 23 |
| Cooked loin roll, smoked..... | @ 30 |

BARRELED PORK AND BEEF.

| | |
|--|---------|
| Mess pork, regular..... | @ 23.00 |
| Family back pork, 24 to 34 pieces..... | @ 22.50 |
| Family back pork, 35 to 45 pieces..... | @ 19.00 |
| Clear back pork, 40 to 50 pieces..... | @ 23.00 |
| Clear plate pork, 25 to 35 pieces..... | @ 17.00 |
| Brisket pork..... | @ 16.50 |
| Bean pork..... | @ 14.50 |
| Plate beef..... | @ 12.00 |
| Extra plate beef, 200 lb. bbls..... | @ 13.00 |

VINEGAR PICKLED PRODUCTS.

| | |
|---|---------|
| Regular tripe, 200-lb. bbl..... | \$12.00 |
| Honey comb tripe, 200-lb. bbl..... | 16.00 |
| Pocket honeycomb tripe, 200-lb. bbl..... | 18.00 |
| Pork feet, 200-lb. bbl..... | 15.50 |
| Pork tongues, 200-lb. bbl..... | 33.00 |
| Lamb tongues, short cut, 200 lb. bbl..... | 40.00 |

OLEOMARGARINE.

| | |
|---|---------|
| White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago..... | @ 9 1/2 |
| Nut, 1-lb. cartons, f.o.b. Chicago..... | @ 9 1/2 |
| Pastry, 60-lb. tubs, f.o.b. Chicago..... | @ 10 |

LARD.

| | |
|--|------------|
| Prime steam, cash, Bd. Trade..... | @ \$7.00 |
| Prime steam, loose, Bd. Trade..... | @ 6.37 1/2 |
| Refined lard, tierces, f.o.b. Chicago..... | @ 8 1/2 |
| Kettle rendered, tierces, f.o.b. Chgo..... | @ 8 1/2 |
| Leaf lard, tierces, f.o.b. Chgo..... | @ 8 1/2 |
| Neutral, in tierces, f.o.b. Chicago..... | @ 8 1/2 |
| Compound, vegetable, tierces, c.a.f..... | @ 7 1/2 |

OLEO OIL AND STEARINE.

| | |
|----------------------------------|---------------|
| Extra oleo oil..... | @ 6 1/2 |
| Prime No. 1 oleo oil..... | 5 1/2 @ 6 |
| Prime No. 2 oleo oil..... | 5 1/2 @ 5 1/2 |
| Prime oleo stearine, edible..... | 5 1/2 @ 5 1/2 |

TALLOW AND GREASES.

| | |
|---|---------------|
| Edible tallow, under 1% acid, 45 titre..... | @ 4 1/2 |
| Prime tallow, 10% f.f.a., f.o.b. Chgo..... | 3 1/2 @ 3 1/2 |
| No. 1 tallow, 10% f.f.a., f.o.b. Chgo..... | @ 3 1/2 |
| No. 2 tallow, 40% f.f.a., f.o.b. Chgo..... | @ 3 1/2 |
| Choice white grease..... | @ 4 |
| A-White grease..... | @ 3 1/2 |
| B-White grease, maximum 5% acid..... | @ 3 1/2 |
| Yellow grease, 10 @ 15%..... | @ 3 1/2 |
| Brown grease, 40% f.f.a..... | @ 3 1/2 |

VEGETABLE OILS.

| | |
|--|---------------|
| Crude cottonseed oil in tanks, f.o.b..... | 4 1/2 @ 5 |
| Valley points, prompt..... | 4 1/2 @ 5 |
| White, deodorized, in bbls., f.o.b. Chgo..... | 6 1/2 @ 7 |
| Yellow, deodorized..... | 6 1/2 @ 7 |
| Soap stock, 50% f.f.a., f.o.b..... | 1 1/2 @ 1 1/2 |
| Corn oil, in tanks, f.o.b. mills..... | 5 @ 5 1/2 |
| Soya bean oil, f.o.b. mills..... | 5.3 @ 5.5 |
| Cocunut oil, seller's tanks, f.o.b. const..... | 2 1/2 @ 2 1/2 |
| Refined in bbls., f.o.b. Chicago..... | @ 5 1/2 |

RETAIL SECTION

Building Success with a Combination Food Market

ONE of the best combination food markets in northern New Jersey is owned and operated by the Giordano Brothers at Morristown. Forty years ago, when Frank Giordano, sr., started in business, he had a meat store in a little hole-in-the-wall across the street from the present establishment.

It remained an exclusive meat store until seven years ago when Mr. Giordano decided that his customers were asking for so many related food items that it would pay him to stock them. Now the store carries meats, fish, produce, groceries, bakery products and tobacco goods.

"The meat dealer who enlarges to a combination food market," said Frank Giordano, jr., "will find that maximum cooperation between the clerks in the meat department and other departments is essential to success."

Cooperation Between Departments.

If a customer walks into his store and the meat department is unattended for one reason or another or if the meat salesmen are all busy, a clerk in another department goes over to see if he can wait on the shopper. She may want bologna, chops or something else already cut, in which case he need but weigh it up and pass it out. If the customer wants meat that requires cutting, he asks her to wait just a moment until a meat salesman can wait on her. The clerks are instructed to cooperate in an inter-departmental way. They find customers appreciate such cooperation and it helps sales.

Another factor that builds sales for this store is their system of going after bulk sales. They are not satisfied to sell one or two of an item but try to sell six, a dozen, or even a case. They do not always succeed but their suggestions "click" often enough to make the effort profitable.

Going After Bulk Sales.

They have educated many customers to buy cereals, canned goods, bottled goods and other items by the half dozen, dozen or case lot. Not long ago they sold four cases of canned cherries to a customer who bought heavily on this product because her family liked them and she had been buying two and three cans every week.

The salesman showed her where she could make a big saving on a case lot order and that, due to advancing prices, it would be wise to buy as much as she could afford. The result was a four-case sale. The saving to a customer by buying in larger quantities is of course, their big talking point on this subject.

The salesmen must know their customers to make bulk sales but they are trained along these lines. They not only memorize customers' names but their likes, dislikes and most recent purchases. Few regular customers come to the store that are not called by name and if a customer bought lamb for last Sunday's dinner, the salesman tries to remember that too and does not suggest it again the following week. "These little intimate remembrances help to maintain good will and build sales,"

says Mr. Giordano. "Some of our customers pass a dozen other food stores coming across town to get here."

Sales Suggestions Help.

The clerks do not overdo their sales suggestions. They must study their customers to determine whether they react favorably or unfavorably. Some customers consider it a service to have a clerk suggest items, particularly a special, whereas, other customers resent it. There are forgetful customers, however, to whom sales suggestion is a boon as well as a profit-booster for the company. Some customers with set personalities feel that they know what they want when they want it and they wish to be allowed to buy as they please. These types are a bit cold to sale suggestion, particularly if pressure is applied. They must be studied by the clerks to determine when to use suggestive salesmanship and just how far to go with it.

Meat Education Means Sales.

"In the meat department we find it pays to educate customers on how to judge good meats," continues Mr. Giordano. "If a customer appears dubious about a certain cut offered, the meat salesman will explain that it is firm, bulky and odorless, three main characteristics of good meat. If the customer demurs about the tenderness of a cut the salesman points out that tenderness is judged by texture of the lean part, that the grain of the cut shown is fine and free from stringiness and gristle, that it is firm and has a smooth, velvety appearance, well mottled with fat, all factors which produce tenderness in meat.

"When showing a cut, which has the proper proportion of fat to lean, the

This combination food market operated by the Giordano Brothers in Morristown, N. J., has the reputation of being one of the best in that part of the country. The store has been in operation for forty years. An interesting fact regarding it historically is that it stands on the site where Benedict Arnold was tried for treason. A bronze tablet on the store front tells of this fact.

Giordano Brothers have established a



very efficient method of cooperation between the clerks in their various departments. They are permitted to sell from any department in the store if they are not busy in their own and their help is needed elsewhere. They have also established a system of bulk sales which works out greatly to their advantage.

Three salesmen are behind the meat counter in this store, twelve clerks being employed in the entire store. They use two delivery trucks.

salesman points out that this factor indicates that the cuts will be well flavored. A cut that has very little fat on it or too much fat, is usually lacking in flavor. Educational pointers, such as these, help sales in the meat department."

Three salesmen work behind the meat counter in this store. Twelve clerks are employed in the entire store. Two trucks make delivery. Business is on a cash and credit basis, credit to only those deserving of it. Because the management has been careful about extending credit, bad debt losses are kept very low.

A regular feature is the weekly special and to further the inter-departmental selling plan in this store, Giordano Brothers list the grocery specials on a placard in the meat department and the meat specials on a placard in the grocery department.

BOOSTING COLD MEATS.

July and August are the months when the housewife is scurrying around to find meats to fill up the cold meat platter, a bit of left over cold roast beef, a bit of chicken, and some other tasty meats which she might buy at the last moment such as a pungent bit of ham, some tongue, liverwurst, bologna, or even "franks" which may be cut in smaller pieces to trim the edge of the platter.

Why not save her the trouble of this last moment purchasing? Why not suggest that she stock her emergency shelf with ham or veal loaf, canned tongue, whole ham and chicken in cans, corned beef, and cans of tiny Vienna sausages? This will make all the difference between a cold platter prepared in comfort and one prepared in a hurry. How much easier to take the can from the ice box, slice the meat, and be ready without any fuss during the hot weather.

And how about this being an opportunity for grouping together on your display counter, all kinds of pickles in glasses and cans, tiny sweet pickles, large sweet pickles, mixed sweet pickles, sour and dill pickles? These go well with the cold meat platter.

MEAT ADVERTISING APPEAL.

Meat retailers as a class give the wrong slant to their local newspaper advertisements. Instead of making them merely price lists, why not picture in words or illustration the use of a cut of meat or sausage and develop some appetite appeal?

Make it the picture of a delicious meal by adding a line such as "Delicious

Retail Meat Prices

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

| | NEW YORK. | | | CHICAGO. | | |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | July 1, 1934. | July 1, 1933. | July 1, 1932. | July 1, 1934. | July 1, 1933. | July 1, 1932. |
| Beef. | | | | | | |
| Porterhouse steak .. | .41 | .37 | .44 | .35 | .33 | .37 |
| Sirloin steak | .34 | .31 | .38 | .30 | .26 | .27 |
| Round steak | .33 | .30 | .35 | .25 | .23 | .27 |
| Rib roast, 1st 6 ribs .. | .26 | .23 | .28 | .22 | .20 | .23 |
| Chuck roast | .18 | .15 | .18 | .15 | .14 | .16 |
| Plate beef | .10 | .9 | .10 | .9 | .9 | .8 |
| Lamb: | | | | | | |
| Legs | .26 | .22 | .24 | .25 | .19 | .25 |
| Loin chops | .45 | .40 | .42 | .38 | .35 | .34 |
| Rib chops | .37 | .30 | .31 | .34 | .29 | .29 |
| Stewing | .11 | .8 | .9 | .12 | .11 | .12 |
| Pork: | | | | | | |
| Chops, center cuts .. | .27 | .22 | .25 | .27 | .18 | .21 |
| Bacon, strips | .26 | .23 | .24 | .25 | .20 | .17 |
| Bacon, sliced | .29 | .27 | .29 | .30 | .26 | .24 |
| Hams, whole | .23 | .19 | .20 | .22 | .17 | .16 |
| Peonies, smoked | .14 | .12 | .12 | .14 | .11 | .10 |
| Lard | .12 | .11 | .10 | .10 | .8 | .7 |
| Veal: | | | | | | |
| Cutlets | .37 | .35 | .40 | .29 | .28 | .32 |
| Loin chops | .30 | .28 | .32 | .23 | .23 | .27 |
| Rib chops | .26 | .25 | .27 | .20 | .20 | .20 |
| Stewing (breast) .. | .11 | .10 | .12 | .9 | .8 | .10 |

with New Potatoes and Peas," when advertising lamb. "Pot Roasts—15c per pound—a savory, delicious, and inexpensive change in the family menu." Again you may possibly suggest the desirability of a nicely broiled steak, mushrooms, pan-browned brussels sprouts and fried potatoes.

In other words—sell a woman the idea of a complete meal and, because you have saved her the trouble of planning, you will sell meat.

This brings up another point. A food editor recently, in her daily news article, asked why the butcher can't tell women how to cook various cuts with which she is not familiar. This indicates what women expect from the retailer.

Modern, up to the minute merchandising makes new demands upon you. Why not learn more about what happens to meat after it leaves your shop? Read the cooking pages of the newspapers and women's magazines. Other business men believe that they should know what women are thinking and what women need. The meat industry should do likewise.

Be up to the minute on the latest information regarding the food value and use of meat. Keep a jump ahead of your customer's wishes and you will sell meat instead of the customer buying it. In other words, be merchandisers and not just shop keepers.

NEWS OF THE RETAILERS.

George Gottschalk, meat dealer, has moved from 510 W. Michigan ave., to 227 W. Michigan ave., Battle Creek, Mich., where he will completely remodel the new store, formerly the Chilson market.

A Money-Maker for Meat Retailers

"Meat Retailing"

by A. C. Schueren will make money for any meat retailer. Contains 850 pages of practical ideas. Covers cost and selling prices, wage systems, sausage making, grading, marketing methods, and dozens of other subjects. Just the book for the up-to-date retailer. Order it now.

\$7

plus postage

For Sale by
**THE NATIONAL
PROVISIONER**
407 S. Dearborn St.
Chicago, Ill.



Kroger Grocery and Baking Co. will soon open its new meat market in a completely remodeled building in West Bend, Wis.

William Hoppe has leased the Henry Zuehl meat market building on the east side, De Pere, Wis., and will open a new market there in a short time. The building will be completely remodeled.

A meat market and grocery store, known as McSorley, Inc., will be opened within the next week in the McSorley building, Delavan, Wis. The store will be operated by Ben McSorley and Mrs. William Dupre.

J. O. Dennis of Indianapolis, has been appointed manager of Buehler's meat market at Springfield, Ill.

NEW YORK NEWS NOTES.

R. E. Pearsall, produce department, and L. B. Dodd, dressed beef department, Armour and Company, Chicago, were in New York last week.

Lester Weyant, secretary to W. K. Reardon, general manager, New York Butchers' Dressed Meat Company, is vacationing at Port Jervis with Mrs. Weyant.

Miss Quindred Miller, secretary to H. L. Skellinger, general manager, Wilson & Co., New York plant, is spending a week at Lake Mahopac, N. Y.

W. G. Harrington, manager, Gansevoort Market; R. B. Neff, and K. D. Fogg, beef department, all of Swift & Company, central office, are spending several days in Chicago.

Visitors to New York during the past week included W. D. Hoffman, comptroller, and Mrs. Hoffman; S. C. Frazee, operating advisory superintendent's department, and C. B. Fenton, mayonnaise department, all from Wilson & Co., Chicago.

P. J. Thogerson, sales manager, Jacob E. Decker & Sons Co., Mason City, Iowa, was in New York for several days last week, and attended the all-star baseball game, while the home folks had to be satisfied with a radio discussion of the big event.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during the week ended July 7, 1934, were as follows: Meat—Brooklyn, 6 lbs.; Manhattan, 740 lbs.; Bronx, 216 lbs.; Queens, 5 lbs.;

Richmond, 10 lbs.; total, 777 lbs. Fish—Brooklyn, 20 lbs. Poultry—Manhattan, 95 lbs.

T. C. Tait, specialty sales department, Swift & Company, Chicago, was a visitor to New York last week. Those on vacation from Swift central office are G. H. Stillman, branch house sales department, who is vacationing in New England; J. W. Walsh, credit department, who is motoring to New Hampshire, and K. L. O'Neill, manager of the Swift Brooklyn market, who is spending a week on the New Jersey shore.

AMONG NEW YORK RETAILERS.

Fred Riester and Theodore Meyer, representatives of the Eastern District Branch at the public hearing on the retail meat code gave a detailed report of the proceedings at the meeting of the Branch Tuesday of this week. Sunday closing committee reported conviction of two violators. The annual picnic will take place September 16 at Hoffmann Hotel Park in Glendale. The next meeting of this branch will be August 14 when delegates to the national convention—Theodore Meyer, Fred Riester and Joseph Wagner—will make a report. Congratulations were extended to Fred Rath, jr., upon the birth of his son.

Brooklyn Branch has suspended meetings for the summer. At the final meeting of the season a discussion of the retail meat dealer's code and the hearings at Washington were given undivided attention. The delegates to the national convention at Baltimore in August are Anton Hehn, Albert Rosen and Frank Burck.

At the public hearings in Washington recently on the retail meat code more than a hundred representatives from all principal cities as distant as Los Angeles were present.

Theodore Meyer, active member of Eastern District Branch, with his family are spending the summer at Rockaway Point, L. I.

FLOUR MILLERS GET CODE.

A code of fair competition for the wheat flour milling industry has been approved by President Roosevelt, to become effective June 13. The code prohibits unfair methods of competition, sets forth provisions governing flour sales contracts, and sets a minimum conversion charge for flour sales.

Unfair methods of competition prohibited by the code include giving of rebates, paying of commission to buyers, waiving of carrying charges, guarantees against price declines, quoting of fictitious prices, and making of sales beyond a definite time limit without charging storage. Provisions regarding sales contracts require that differentials shall be observed for packaged, self-rising, and phosphated flour, and that there must be a definite time of shipment stipulated. If the flour is not shipped within the specified period, storage must be charged. Shipments to buyers without a definite price are barred, and both buyers and sellers must be signatory to sales contracts.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 12, 1934:

| Fresh Beef: | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|---|---------------|-------------|---------------|-------------|
| STEERS (1) (300-500 LBS.): | | | | |
| Choice | \$11.00@12.00 | | \$13.00@14.00 | |
| Good | 10.00@11.00 | | 11.50@13.00 | |
| Medium | 8.00@10.00 | | 8.00@11.50 | |
| Common | 7.00@ 8.00 | | 7.00@ 8.50 | |
| STEERS (500-600 LBS.): | | | | |
| Choice | 11.50@12.50 | | 13.50@14.00 | 13.00@14.00 |
| Good | 10.50@11.50 | | 12.00@13.50 | 12.00@13.00 |
| Medium | 8.50@10.50 | | 8.00@11.50 | 9.00@11.00 |
| Common | 7.00@ 8.50 | | 7.00@ 8.50 | 7.00@ 9.00 |
| STEERS (600-700 LBS.): | | | | |
| Choice | 12.00@13.00 | | 13.50@14.00 | 13.00@14.00 |
| Good | 11.00@12.00 | | 12.00@13.50 | 12.00@13.00 |
| Medium | 8.00@11.00 | 8.00@11.50 | 8.50@11.50 | 9.00@11.00 |
| STEERS (700 LBS. UP): | | | | |
| Choice | 12.50@13.50 | 13.00@14.00 | 13.50@14.50 | 13.00@14.00 |
| Good | 11.50@12.50 | 11.50@13.00 | 12.00@13.50 | 12.00@13.00 |
| COWS: | | | | |
| Good | 7.50@ 9.00 | 8.00@ 9.00 | 9.50@10.50 | |
| Medium | 6.00@ 7.50 | 7.00@ 8.00 | 8.00@ 9.50 | 7.00@ 8.00 |
| Common | 5.00@ 6.00 | 6.00@ 7.00 | 6.00@ 7.50 | 6.00@ 7.00 |
| Fresh Veal & Calf Carcasses: | | | | |
| VEAL (2): | | | | |
| Choice | 9.00@10.00 | 10.00@11.00 | 11.00@12.00 | 10.00@11.00 |
| Good | 8.00@ 9.00 | 9.00@10.00 | 9.00@11.00 | 9.00@10.00 |
| Medium | 7.00@ 8.00 | 7.50@ 9.00 | 7.00@ 9.00 | 8.00@ 9.00 |
| Common | 6.00@ 7.00 | 6.00@ 7.50 | 6.50@ 7.00 | 7.00@ 8.00 |
| CALF (2) (3): | | | | |
| Good | | | 8.00@10.00 | |
| Medium | | | 7.00@ 8.00 | |
| Common | | | 6.00@ 7.00 | |
| Fresh Lamb & Mutton: | | | | |
| LAMB (38 LBS. DOWN): | | | | |
| Choice | 16.00@17.00 | 15.00@16.00 | 15.50@17.50 | 17.50@18.00 |
| Good | 14.00@16.00 | 14.00@15.00 | 15.00@16.00 | 17.00@17.50 |
| Medium | 12.00@14.00 | 12.00@14.00 | 12.00@15.00 | 14.00@16.00 |
| Common | 9.00@12.00 | 10.00@12.00 | 10.00@12.00 | 10.00@13.00 |
| LAMB (39-45 LBS.): | | | | |
| Choice | 16.00@17.00 | 15.50@16.50 | 15.50@17.50 | 17.00@18.00 |
| Good | 14.00@16.00 | 14.00@15.50 | 15.00@16.00 | 16.00@17.00 |
| Medium | 11.50@14.00 | 12.00@14.00 | 12.00@15.00 | 14.00@16.00 |
| Common | 9.00@11.50 | | 10.00@12.00 | 10.00@13.00 |
| LAMB (46-55 LBS.): | | | | |
| Choice | 16.00@17.00 | | 15.50@16.50 | 16.50@17.00 |
| Good | 15.00@16.00 | | 15.00@15.50 | 16.00@16.50 |
| YEARLINGS (40-55 LBS.): | | | | |
| Choice | | | | |
| Good | 12.00@14.00 | 12.00@13.00 | 13.00@14.00 | |
| Medium | 10.00@12.00 | 10.00@12.00 | 11.00@13.00 | |
| MUTTON (EWE) (70 LBS. DOWN): | | | | |
| Good | 7.00@ 8.00 | 8.00@ 9.00 | 8.50@ 9.50 | |
| Medium | 6.00@ 7.00 | 7.00@ 8.00 | 7.00@ 8.50 | |
| Common | 5.00@ 6.00 | 5.50@ 7.00 | 5.00@ 7.00 | |
| Fresh Pork Cuts: | | | | |
| LOINS: | | | | |
| 8-10 lbs. av. | 13.00@14.00 | 13.50@14.50 | 12.50@14.00 | 13.00@14.50 |
| 10-12 lbs. av. | 13.00@14.00 | 13.50@14.50 | 12.50@14.00 | 13.00@14.50 |
| 12-15 lbs. av. | 11.00@12.50 | 12.50@13.50 | 12.00@13.00 | 12.00@13.00 |
| 16-22 lbs. av. | 10.00@11.00 | 11.00@12.50 | 11.00@12.00 | 11.00@12.00 |
| SHOULDERS, N. Y. STYLE, SKINNED: | | | | |
| 8-12 lbs. av. | 9.50@10.50 | | 10.50@11.50 | 10.50@11.50 |
| PICNICS: | | | | |
| 6-8 lbs. av. | | 10.50@11.50 | | 9.00@ 9.50 |
| BUTTS, BOSTON STYLE: | | | | |
| 4-8 lbs. av. | 12.50@13.50 | | 12.50@14.00 | 13.00@14.00 |
| SPARE RIBS: | | | | |
| Half sheets | 5.50@ 6.50 | | | |
| TRIMMINGS: | | | | |
| Regular | 6.00@ 6.50 | | | |
| Lean | 12.00@14.50 | | | |

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.



Meat Grinder Plates

and



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The Most Serviceable and Economical in Existence

An impartial test of 30,000 pounds of meat a day for two years and still in first-class condition—proves their superiority. Used exclusively by all

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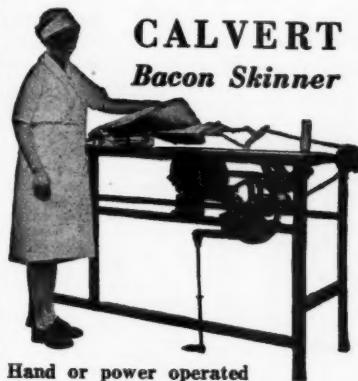
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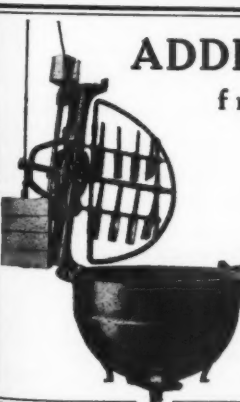
A List of Users that runs from A to Z

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Cudahy Packing Co.
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John J. Felin & Co.
Adolf Gobel, N. Y.
Geo. A. Hormel & Co.
Hunter Packing Co.
Illinois Meat Co.
E. Kahn's Sons Co.
Louisville Prov. Co.
John Morrell & Co.
Pittsburgh Provision & Packing Co.
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OLDEST AND LARGEST BUILDERS OF HAMMERMILLS IN THE WORLD
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NEW YORK MARKET PRICES

LIVE CATTLE.

| | | | |
|---------------|-------|-------|--------|
| Medium steers | | \$ | @ 6.95 |
| Cows, common | | 3.25@ | 4.25 |
| Bulls, choice | | 3.00@ | 4.00 |

LIVE CALVES.

| | | | |
|--------------------------|-------|-------|------------|
| Vealers, good and choice | ..... | \$ | 6.50@ 7.50 |
| Vealers, medium | ..... | 4.50@ | 5.50 |
| Vealers, cull and common | ..... | 3.00@ | 4.00 |

LIVE LAMBS.

| | | | |
|------------------------|-------|-------|------------|
| Lambs, good and choice | ..... | \$ | 8.00@ 8.75 |
| Lambs, medium | ..... | 7.00@ | 7.75 |
| Ewes | ..... | 2.50@ | 3.00 |

LIVE HOGS.

| | | | |
|--------------------------|-------|-------|--------|
| Hogs, 187 lb. | ..... | \$ | @ 5.15 |
| Hogs, 320 lb. | ..... | @ | 4.75 |
| Pigs, 85-110 lb., medium | ..... | 2.75@ | 3.25 |

DRESSED HOGS.

| | | | |
|----------------------------------|-------|----------|-------|
| Hogs, 90-140 lb., good to choice | | \$10.00@ | 10.25 |
|----------------------------------|-------|----------|-------|

DRESSED BEEF.

CITY DRESSED.

| | | | |
|------------------------|-------|---------|--------|
| Choice, native, heavy | ..... | 13 1/2@ | 14 1/2 |
| Choice, native, light | ..... | 13 | 14 |
| Native, common to fair | ..... | 12 | 12 1/2 |

WESTERN DRESSED BEEF.

| | | | |
|---------------------------------------|-------|--------|----------|
| Native steers, 600@800 lbs. | ..... | 13 | @ 13 1/2 |
| Native choice yearlings, 440@600 lbs. | ..... | 13 | @ 14 |
| Good to choice heifers | ..... | 9 | @ 10 |
| Good to choice cows | ..... | 7 | @ 8 |
| Common to fair cows | ..... | 7 | @ 8 |
| Fresh bologna bulls | ..... | 6 1/2@ | 7 1/2 |

BEEF CUTS.

| | Western. | City. |
|----------------------------|-------------|---------|
| No. 1 ribs |16 | @18 |
| No. 2 ribs |15 | @17 |
| No. 3 ribs |12 | @14 |
| No. 1 loins |23 | @27 |
| No. 2 loins |20 | @23 |
| No. 3 loins |16 | @18 |
| No. 1 hinds and ribs |17 | @19 |
| No. 2 hinds and ribs |15 | @17 1/2 |
| No. 1 rounds |12 | @13 |
| No. 2 rounds |11 | @12 |
| No. 3 rounds |9 | @11 |
| No. 1 chuck |10 | @11 |
| No. 2 chuck |9 | @10 |
| No. 3 chuck |8 | @9 |
| Bolognas |6 1/2@ | 7 1/2 |
| Rolls, reg. 6@8 lbs. avg. |22 | @23 |
| Rolls, reg. 4@6 lbs. avg. |17 | @18 |
| Tenderloins, 4@6 lbs. avg. |50 | @60 |
| Tenderloins, 5@6 lbs. avg. |50 | @60 |
| Shoulder clods |11 | @12 |

DRESSED VEAL.

| | | | |
|--------|-------|---|-----|
| Good | ..... | 8 | @10 |
| Medium | ..... | 7 | @8 |
| Common | ..... | 5 | @6 |

DRESSED SHEEP AND LAMBS.

| | | | |
|------------------------|-------|----|-----|
| Lambs, prime to choice | ..... | 18 | @19 |
| Lambs, good | ..... | 16 | @17 |
| Lambs, medium | ..... | 13 | @14 |
| Sheep, good | ..... | 7 | @8 |
| Sheep, medium | ..... | 4 | @5 |

FRESH PORK CUTS.

| | | | |
|--|-------|----|---------|
| Pork loins, fresh, Western, 10@12 lbs. | ..... | 14 | @14 1/2 |
| Pork tenderloins, fresh | ..... | 25 | @26 |
| Pork tenderloins, frozen | ..... | 22 | @23 |
| Shoulders, Western, 10@12 lbs. avg. | ..... | 11 | @12 |
| Butts, boneless, Western | ..... | 14 | @15 |
| Butts, regular, Western | ..... | 13 | @14 |
| Hams, Western, fresh, 10@12 lbs. avg. | ..... | 14 | @15 |
| Picnic hams, Western, fresh, 6@8 lbs. avg. | ..... | 10 | @11 |
| Pork trimmings, extra lean | ..... | 14 | @15 |
| Pork trimmings, regular 50% lean | ..... | 8 | @ 8 1/2 |
| Spareribs | ..... | 7 | @ 8 |

SMOKED MEATS.

| | | | |
|--------------------------------------|-------|---------|--------|
| Hams, 8@12 lbs. avg. | ..... | 19 | @20 |
| Hams, 10@12 lbs. avg. | ..... | 19 | @20 |
| Hams, 12@14 lbs. avg. | ..... | 19 | @20 |
| Picnics, 4@6 lbs. avg. | ..... | 12 1/2@ | 13 1/2 |
| Picnics, 6@8 lbs. avg. | ..... | 12 1/2@ | 13 1/2 |
| City pickled bellies, 8@12 lbs. avg. | ..... | 15 | @17 |
| Bacon, boneless, Western | ..... | 20 | @21 |
| Bacon, boneless, city | ..... | 18 | @19 |
| Rollettes, 8@10 lbs. avg. | ..... | 15 | @17 |
| Beef tongue, light | ..... | 22 | @25 |
| Beef tongue, heavy | ..... | 24 | @26 |

FANCY MEATS.

| | | | |
|-----------------------------------|-------|-----|---------|
| Fresh steer tongues, untrimmed | ..... | 15c | a pound |
| Fresh steer tongues, l. c. trim'd | ..... | 30c | a pound |
| Sweetbreads, beef | ..... | 30c | a pound |
| Sweetbreads, veal | ..... | 60c | a pair |
| Beef kidneys | ..... | 8c | a pound |
| Mutton kidneys | ..... | 10c | each |
| Livers, beef | ..... | 25c | a pound |
| Oxtails | ..... | 15c | a pound |
| Beef hanging tenders | ..... | 20c | a pound |
| Lamb fries | ..... | 10c | a pair |

BUTCHERS' FAT.

| | | | |
|---------------|-------|--------|----------|
| Shop fat | ..... | @ 75c | per cwt. |
| Breast fat | ..... | @ 1.00 | per cwt. |
| Edible suet | ..... | @ 1.50 | per cwt. |
| Inedible suet | ..... | @ 1.25 | per cwt. |

GREEN CALFSKINS.

| | 5-9 | 9 1/2-12 1/2 | 12 1/2-14 | 14-18 | 18 up |
|-------------------|-------|--------------|-----------|-------|-------|
| Prime No. 1 veals | | .06 | 1.40 | 1.50 | 1.80 |
| Prime No. 2 veals | | .07 | 1.25 | 1.35 | 1.40 |
| Buttermilk No. 1 | | .06 | 1.15 | 1.25 | 1.30 |
| Buttermilk No. 2 | | .05 | 1.05 | 1.15 | 1.20 |
| Branded grubby | | .04 | .75 | .85 | .90 |
| Number 3 | | .04 | .75 | .85 | .90 |

BUTTER.

| | | |
|-----------------------------|-------|----------|
| Creamery, extras (92 score) | ..... | @ 23 1/2 |
| Creamery, firsts (91 score) | ..... | @ 23 1/2 |
| Centralized (90 score) | ..... | @ 23 1/2 |

EGGS.

(Mixed Colors.)

| | | | |
|------------------------------------|-------|---------|--------|
| Special packs or henery selections | ..... | 17 1/2@ | 21 |
| Standards | ..... | @ | 17 |
| Firsts | ..... | @ | 15 1/2 |

LIVE POULTRY.

| | | | |
|-----------------------------|-------|----|------|
| Fowls, colored, via express | ..... | 14 | @ 15 |
| Leghorns | ..... | @ | 12 |
| Broilers, Rocks, fancy | ..... | @ | 24 |

DRESSED POULTRY.

FRESH KILLED.

| | | |
|--------------------------------------|-------|------------|
| Fowls—fresh—dry packed—12 to box— | | |
| Western, 60 to 65 lbs. to dozen, lb. | ..... | 15 @18 |
| Western, 48 to 54 lbs. to dozen, lb. | ..... | 13 @16 1/2 |
| Western, 43 to 47 lbs. to dozen, lb. | ..... | 12 @15 1/2 |
| Western, 36 to 42 lbs. to dozen, lb. | ..... | 11 @14 |
| Western, 30 to 35 lbs. to dozen, lb. | ..... | 11 @14 |

| | | |
|------------------|-------|--------|
| Chickens, fresh: | | |
| Nearby | ..... | 20 @27 |

| | | |
|--------------------------------------|-------|------------|
| Chickens—frozen—12 to box— | | |
| Western, 66 lbs. up | ..... | 21 @26 |
| Western, 60 to 65 lbs. to dozen, lb. | ..... | 21 @26 |
| Western, 55 to 59 lbs. to dozen, lb. | ..... | 20 @25 |
| Western, 48 to 54 lbs. to dozen, lb. | ..... | 19 @24 1/2 |
| Western, 43 to 47 lbs. to dozen, lb. | ..... | 18 @23 1/2 |
| Western, 36 to 42 lbs. to dozen, lb. | ..... | 17 @22 |
| Western, 30 to 35 lbs. to dozen, lb. | ..... | 16 @22 |

| | | |
|------------------------|-------|-----------|
| Ducks— | | |
| Spring, L. I., per lb. | ..... | 14 1/2@15 |

| | | |
|-----------------|-------|--------|
| Squabs— | | |
| Graded, per lb. | ..... | 23 @30 |

| | | |
|------------------|-------|--------|
| Turkeys, frozen: | | |
| Young toms | ..... | 17 @27 |
| Young hens | ..... | 17 @22 |

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended July 5, 1934:

| | June | 30 | 2 | 3 | July | 4 | 5 |
|-----------|----------|--------|--------|--------|---------|--------|--------|
| Chicago | ..24 | 24 | 23 1/2 | 23 1/2 | Holiday | 23 1/2 | 23 1/2 |
| N. Y. | ..24 1/2 | 24 1/2 | 24 1/2 | 24 1/2 | " | 24 1/2 | 24 1/2 |
| Boston | ..25 1/2 | 25 1/2 | 25 1/2 | 25 1/2 | " | 25 1/2 | 25 1/2 |
| Phila. | ..26 1/2 | 26 1/2 | 26 1/2 | 26 1/2 | " | 26 1/2 | 26 1/2 |
| San Fran. | ..28 | 28 | 28 | 28 | " | 28 | 28 |

Wholesale prices carlots—fresh centralized butter —90 score at Chicago:

| | 23 1/2 | 23 1/2 | 24 | 23 1/2 | Holiday | 23 1/2 |
|--------------------------------------|------------|------------|------------|---------------------|---------|--------|
| Receipts of butter by cities (tubs): | | | | | | |
| This week. | Last week. | Last year. | Last year. | Since Jan. 1, 1934. | 1933. | |

| | | | | | | |
|---------|--------|--------|--------|-----------|-----------|--|
| Chicago | 55,321 | 61,291 | 48,064 | 1,589,597 | 1,729,890 | |
| N. Y. | 57,555 | 65,907 | 74,633 | 1,942,587 | 2,137,104 | |
| Boston | 24,079 | 23,154 | 21,333 | 677,641 | 681,913 | |
| Phila. | 20,512 | 19,443 | 16,635 | 572,794 | 732,539 | |

Total 157,467 169,795 161,265 4,882,589 5,281,530
Cold storage movement (lbs.):

| | In July 5. | Out July 5. | On hand July 6. | Same last year. |
|---------|------------|-------------|-----------------|-----------------|
| Chicago | 409,279 | 59,357 | 16,008,410 | 27,330,839 |
| N. Y. | 280,461 | 71,408 | 4,431,526 | 11,972,440 |
| Boston | 160,170 | 25,021 | 2,986,063 | 5,008,589 |
| Phila. | 47,480 | 22,755 | 3,214,722 | 4,900,480 |
| Total | 897,390 | 178,541 | 27,341,321 | 40,302,335 |

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

| | | |
|---|-------|------------|
| Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: | ..... | @ \$23.00 |
| Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York | ..... | @ nom. |
| Blood dried, 16% per unit | ..... | @ 2.40 |
| Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory | ..... | 2.50 @ 10c |
| Fish meal, foreign, 11 1/2% ammonia, 10% B. P. L., c.i.f. | ..... | @ 35.00 |
| Fish scrap, acidulated, 6% ammonia, 3% A.P.A. Del'd Balt. & Norfolk | ..... | 2.50 @ 50c |
| Soda nitrate, per net ton: | | |
| July | ..... | @ 24.50 |
| in 200-lb. bags | ..... | @ 20.30 |
| in 100-lb. bags | ..... | @ 27.00 |
| Tankage, ground, 10% ammonia, 15% B. P. L. bulk | ..... | 2.25 @ 10c |
| Tankage, unground, 9@10% ammonia | ..... | 2.00 @ 10c |
| Phosphates. | | |
| Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f. | ..... | @ 26.00 |
| Bone meal, raw, South American, 4 1/2 and 50 bags, per ton, c.i.f. | ..... | @ 25.00 |
| Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat | ..... | @ 8.50 |
| Potash. | | |
| Manure salt, 30% bulk, per ton | ..... | @ 15.00 |
| Kalmit, 14% bulk, per ton | ..... | @ 9.70 |
| Muriate, in bulk, per ton | ..... | @ 25.00 |
| Sulphur in bags, per ton | ..... | @ 35.00 |
| Shipment July/Dec. | | |
| Dry Rendered Tankage. | | |
| 50% unground | ..... | @ .42 1/2 |
| 60% ground | ..... | @ .47 1/2 |

BONES, HOOFS AND HORNS.

| | | |
|--|-------|----------------|
| Round shin bones, avg. 48 to 50 lbs., per 100 pieces | ..... | 75.00 @ 85.00 |
| Flat shin bones, avg. 40 to 45 lbs., per 100 pieces | ..... | @ 65.00 |
| Black or striped hooft, per ton | ..... | 45.00 @ 30.00 |
| White hooft, per ton | ..... | @ 100.00 |
| Thigh bones, avg. 85 to 90 lbs., per 100 pieces | ..... | @ 70.00 |
| Horns, according to grade | ..... | 75.00 @ 200.00 |

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended July 7, 1934, with comparisons:

| | Week ended July 7. | Prev. week. | Cor. week, 1933. |
|-------------------|--------------------|-------------|------------------|
| West. drsd meats: | | | |
| Steers, carcasses | 7,521 | 11,456 | 6,382 |
| Cows, carcasses | 645 | 707 | 572 |
| Bulls, carcasses | 292 | 246 | 120 |
| Veals, carcasses | 10,208 | 15,441 | 9,479 |
| Lambs, carcasses | 29,952 | 32,000 | 24,905 |
| Mutton, carcasses | 983 | 519 | 2,003 |
| Beef cuts, lbs. | 451,388 | 393,168 | 507,436 |
| Pork cuts, lbs. | 1,363,059 | 1,749,556 | 1,455,126 |
| Local slaughters: | | | |
| Cattle | 6,198 | 7,725 | 8,727 |
| Calves | 13,814 | 14,423 | 14,250 |
| Hogs | 25,230 | 30,258 | 32,251 |
| Sheep | 46,624 | 50,073 | 60,106 |

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended July 7, 1934:

| | Week ended July 7. | Prev. week. | Cor. week, 1933. |
|-------------------|--------------------|-------------|------------------|
| West. drsd meats: | | | |
| Steers, carcasses | 1,839 | 2,637 | 2,740 |
| Cows, carcasses | 1,113 | 1,251 | 856 |
| Bulls, carcasses | 464 | 437 | 386 |
| Lamb, carcasses | 1,030 | 10,324 | 1,702 |
| Veal, carcasses | 9,596 | 2,226 | 15,031 |
| Mutton, carcasses | 126 | 167 | 825 |
| Pork, lbs. | 328,156 | 279,026 | 465,794 |
| Local slaughters: | | | |
| Cattle | 1,305 | 1,649 | 1,404 |
| Calves | 2,649 | 3,830 | 2,886 |
| Hogs | 11,487 | 14,736 | 14,845 |
| Sheep | 4,750 | 5,486 | 5,785 |

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended July 7, 1934, with comparisons:

| | Week ended July 7. | Prev. week. |
|-------------------|--------------------|-------------|
| West. drsd meats: | | |
| Steers, carcasses | 2,471 | 2,565 |
| Cows, carcasses | 1,511 | 1,753 |
| Bulls, carcasses | 24 | 21 |
| Veal, carcasses | 564 | 1,075 |
| Lambs, carcasses | 17,147 | 16,783 |
| Mutton, carcasses | 102 | 170 |
| Pork, lbs. | 175,299 | 203,741 |

INCREASE
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Use these



REDUCE
COSTS

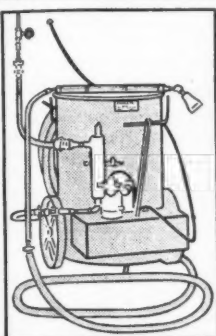
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New York
London
Hamburg

Week ending July 14, 1934

Page 53
























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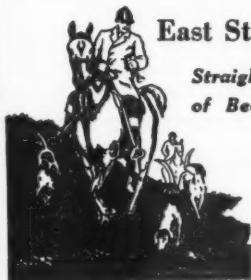
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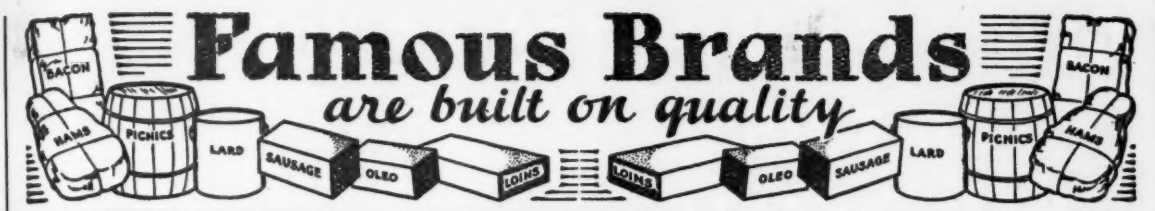
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See how the separate cylinders are lifted out. The engine stays right in the truck. International has made nearly a million engines with replaceable cylinders.

IN ALL heavy-duty 6-cylinder International Trucks from 1½-ton to 7½-ton the cylinders are individually removable and replaceable. When the old cylinders are worn, brand-new cylinders and pistons, duplicates of the originals, are put in. The vital part of the engine is actually made as good as new. *Reboring does not renew*—each reboring changes and unbalances the engine and weakens the cylinder walls. Reboring destroys original co-ordination of parts; replacement restores it. Replacement—of one, or two, or all cylinders—can be speedily, easily, and economically made in an International while the engine stays in the truck. Moreover—replaceable cylinders

make an International engine a better engine from the start. Its cylinder walls are machined to uniform thickness, assuring even cooling, even expansion and contraction.

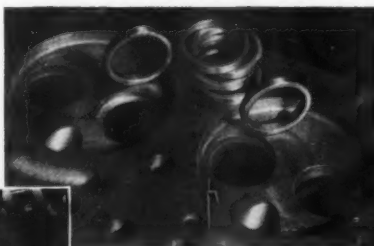
We know the lasting value in this feature. In the past twenty years International Harvester has placed in users' hands nearly a million engines with cylinders removable. That means a world of experience, a world of opportunity for knowing.

Replaceable cylinders are an excellent example of the extra quality

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● Above: Hardened Exhaust-Valve Seat Inserts. This feature was long ago made standard International practice. These inserts retard valve seat burning, engine efficiency is retained, and the valves seldom need grinding.



● Left: Replaceable Precision-Type Bearings, another feature of International Truck engines. These bearings make it possible to replace connecting-rod or main bearings quickly, at low cost. This man is under the engine, replacing the bearings. The engine stays right in the truck.

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Sanitary — Durable — Balanced

The construction features, originated by ANCO years ago, have since been adopted as standard construction in Packinghouse Trucks. ANCO Truck bodies are electric-arc welded. No bolts or rivets go thru the bodies. Running-gear is bolted to special brackets which are welded to the bodies before galvanizing.

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Sanitation and added strength are insured by the special flanged rim, rounded corners, welded seams, and heavy running gear.

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All ANCO Trucks are scientifically balanced for easy manipulation, to conserve energy of the handlers. Handles on two wheel Trucks are shaped to protect the hands.

SPECIAL REQUIREMENTS

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We believe that more Atlas Gelatin is used for jellied meats than any other brand.

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